

AMERICAN CATTLE PRODUCER

ina Rankin, Librarian,
School of Forestry
University of Mich.
ANN ARBOR, MICHIGAN

Forestry

SD

REMUDA

1A47

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25
26
27
28
29
30
31
32
33
34
35
36
37
38
39
40
41
42
43
44
45
46
47
48
49
50
51
52
53
54
55
56
57
58
59
60
61
62
63
64
65
66
67
68
69
70
71
72
73
74
75
76
77
78
79
80
81
82
83
84
85
86
87
88
89
90
91
92
93
94
95
96
97
98
99
100
101
102
103
104
105
106
107
108
109
110
111
112
113
114
115
116
117
118
119
120
121
122
123
124
125
126
127
128
129
130
131
132
133
134
135
136
137
138
139
140
141
142
143
144
145
146
147
148
149
150
151
152
153
154
155
156
157
158
159
160
161
162
163
164
165
166
167
168
169
170
171
172
173
174
175
176
177
178
179
180
181
182
183
184
185
186
187
188
189
190
191
192
193
194
195
196
197
198
199
200
201
202
203
204
205
206
207
208
209
210
211
212
213
214
215
216
217
218
219
220
221
222
223
224
225
226
227
228
229
230
231
232
233
234
235
236
237
238
239
240
241
242
243
244
245
246
247
248
249
250
251
252
253
254
255
256
257
258
259
260
261
262
263
264
265
266
267
268
269
270
271
272
273
274
275
276
277
278
279
280
281
282
283
284
285
286
287
288
289
290
291
292
293
294
295
296
297
298
299
300
301
302
303
304
305
306
307
308
309
310
311
312
313
314
315
316
317
318
319
320
321
322
323
324
325
326
327
328
329
330
331
332
333
334
335
336
337
338
339
340
341
342
343
344
345
346
347
348
349
350
351
352
353
354
355
356
357
358
359
360
361
362
363
364
365
366
367
368
369
370
371
372
373
374
375
376
377
378
379
380
381
382
383
384
385
386
387
388
389
390
391
392
393
394
395
396
397
398
399
400
401
402
403
404
405
406
407
408
409
410
411
412
413
414
415
416
417
418
419
420
421
422
423
424
425
426
427
428
429
430
431
432
433
434
435
436
437
438
439
440
441
442
443
444
445
446
447
448
449
450
451
452
453
454
455
456
457
458
459
460
461
462
463
464
465
466
467
468
469
470
471
472
473
474
475
476
477
478
479
480
481
482
483
484
485
486
487
488
489
490
491
492
493
494
495
496
497
498
499
500
501
502
503
504
505
506
507
508
509
510
511
512
513
514
515
516
517
518
519
520
521
522
523
524
525
526
527
528
529
530
531
532
533
534
535
536
537
538
539
540
541
542
543
544
545
546
547
548
549
550
551
552
553
554
555
556
557
558
559
560
561
562
563
564
565
566
567
568
569
570
571
572
573
574
575
576
577
578
579
580
581
582
583
584
585
586
587
588
589
590
591
592
593
594
595
596
597
598
599
600
601
602
603
604
605
606
607
608
609
610
611
612
613
614
615
616
617
618
619
620
621
622
623
624
625
626
627
628
629
630
631
632
633
634
635
636
637
638
639
640
641
642
643
644
645
646
647
648
649
650
651
652
653
654
655
656
657
658
659
660
661
662
663
664
665
666
667
668
669
670
671
672
673
674
675
676
677
678
679
680
681
682
683
684
685
686
687
688
689
690
691
692
693
694
695
696
697
698
699
700
701
702
703
704
705
706
707
708
709
710
711
712
713
714
715
716
717
718
719
720
721
722
723
724
725
726
727
728
729
730
731
732
733
734
735
736
737
738
739
740
741
742
743
744
745
746
747
748
749
750
751
752
753
754
755
756
757
758
759
760
761
762
763
764
765
766
767
768
769
770
771
772
773
774
775
776
777
778
779
780
781
782
783
784
785
786
787
788
789
790
791
792
793
794
795
796
797
798
799
800
801
802
803
804
805
806
807
808
809
810
811
812
813
814
815
816
817
818
819
820
821
822
823
824
825
826
827
828
829
830
831
832
833
834
835
836
837
838
839
840
841
842
843
844
845
846
847
848
849
850
851
852
853
854
855
856
857
858
859
860
861
862
863
864
865
866
867
868
869
870
871
872
873
874
875
876
877
878
879
880
881
882
883
884
885
886
887
888
889
890
891
892
893
894
895
896
897
898
899
900
901
902
903
904
905
906
907
908
909
910
911
912
913
914
915
916
917
918
919
920
921
922
923
924
925
926
927
928
929
930
931
932
933
934
935
936
937
938
939
940
941
942
943
944
945
946
947
948
949
950
951
952
953
954
955
956
957
958
959
960
961
962
963
964
965
966
967
968
969
970
971
972
973
974
975
976
977
978
979
980
981
982
983
984
985
986
987
988
989
990
991
992
993
994
995
996
997
998
999
1000



THE NATIONAL LIVESTOCK MONTHLY

OCTOBER 1946

CLAY

***A Name That's Easy to Remember—
And a Service You Won't Forget***

1886 - 1946



OVER A PERIOD OF 60 YEARS NATURALLY OUR
PERSONNEL HAS CHANGED MANY TIMES,
BUT OUR POLICY HAS NOT

**HONESTY
INTEGRITY
EFFICIENCY
and
COURTESY**

WILL ALWAYS BE OUR WATCHWORDS,
AND YOU WILL FIND IN THE FUTURE,
AS IN THE PAST . . .

"The Clay Way Is the Safe Way"



JOHN CLAY & COMPANY

• CHICAGO, ILL.	KANSAS CITY, MO.	ST. JOSEPH, MO.	DENVER, COLO.
OMAHA, NEBR.	E. ST. LOUIS, ILL.	SIOUX CITY, IOWA	OGDEN, UTAH
	ST. PAUL, MINN.	FT. WORTH, TEX.	
	SAN ANTONIO, TEX.		



Top Rating Because of Top Performance In All the Qualities That Make Vaccines Valuable **FRANKLIN** STANDS OUT UNSURPASSED

- That means precision purity.
- That means powerful potency.
- That means practical protection to the full extent that scientific research has developed dependable controls for livestock infections.



FOR CATTLE

FRANKLIN
Clostridium Chauvei-Septicus Bacterin
A full dose for Blackleg and a full dose for Malignant Edema—10c

FRANKLIN
Pasteurella Pseudodiphthericum Bacterin
Resistance against both Hemorrhagic Septicemia and Pulmonary Edema—10c

FRANKLIN Blackleg Bacterin
Small dose, "Double Strength"—10c

FRANKLIN Brucella Abortus Vaccine

FRANKLIN Mixed Bacterins (Bovine)

FRANKLIN

Dehorning Paint & Protective Dressing

Old-time favorite smear at its best

FRANKLIN Blood Stopper

A powder that dries up blood flow

DDT Powder and Spray



FOR HORSES

FRANKLIN Equine Mixed Bacterin
Formula 1—aid against Distemper

Formula 2—aid against Navel Ill

FRANKLIN Cathartic Capsules

A quick and effective purge

FRANKLIN Colic Capsules

Convenient treatment for flatulent colic

FRANKLIN Bot Capsules

Control of horse bots and round worms

FRANKLIN Gall Relief

Healing for all sorts of cuts and sores

FRANKLIN Gall Lotion

A quick-drying protection for cuts

FRANKLIN Stim Liniment

Treats strains and stiffened muscles

FRANKLIN Blistol

Effective blister for livestock

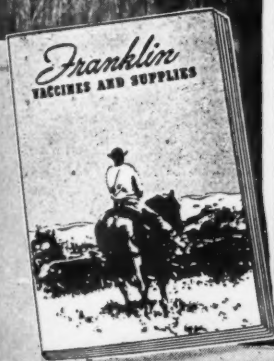
FRANKLIN Wire Cut Liniment

Halts infection and hastens healing

Complete Catalog Free from Local Dealer, or write

O.M. FRANKLIN SERUM COMPANY

DENVER KANSAS CITY WICHITA AMARILLO FT. WORTH MARFA EL PASO
ALLIANCE SALT LAKE CITY LOS ANGELES PORTLAND CALGARY



FRANKLIN



Harvest—of Hard Work

ONCE MORE the skill, determination, and plain hard work of the American farmer have overcome every obstacle. With the aid of a favorable season, his efforts have been rewarded with a magnificent harvest.

Now it is the task of the railroads to distribute the harvest as quickly and efficiently as possible. And because only the railroads have the capacity to carry such loads to every part of the country, people have come to rely on them to accomplish such big, difficult jobs.

True, the railroads faced un-

usual obstacles this year. They have not yet been able to overcome the effects of wartime service upon their car supply—especially the boxcars required for most farm products. But they have ordered more cars, which are being built as fast as shortages of materials and production difficulties permit.

Every available boxcar is being worked to the limit. And the same skill, ingenuity, and good old-fashioned sweat with which the railroads handled the immense wartime loads are being used to move this harvest.



Letters To The Editor

REALLY SOUNDS GOOD

We have had a wonderful season at our ranch. Have had more than our share of local showers, since we have the first string of lakes in our western edge of the Sandhills, so the showers seem to follow them and hit us. . . . A very rank growth of grasses grew early, cured about right for the best of feed and now for two weeks we've had almost continual cloudy and rainy weather, which has developed the gramma grass in great abundance—which, in turn, always means fat cattle, especially calves. Cows with calves nursing are about as fat as dries—and are they fat!—F. E. MESSER-SMITH, Box Butte County, Nebr.

NEEDS WET WINTER

Feed and water conditions are not so good in Superior District, Pinal County, Ariz. We have had some good rains but they have been too far apart. Some parts of the state have above-average feed. At all large dams water is low. Cattle prices are good. We must have a wet winter to insure water for next summer.—GEORGE N. LOBB, Pinal County, Ariz.

NOT SO GOOD

This part of the country is dried up. Cattle move around looking for feed. I know some that will not go in winter quarters very fat. Hot winds and hot summer months did the work—and no rainfall. Rains late. Taylor grazing can't help; it never did, except for the big fellow.—JOHN J. DUFFY, White Pine County, Nev.

FALL CONDITIONS BETTER

We have had a good season here, with some nice fall rains. The range, which was getting dry in August, has picked up and cattle are in good condition.—F. H. SINCLAIR, Sheridan County, Wyo.

(Continued on Page 60)

AMERICAN CATTLE PRODUCER

(Published monthly at 515 Cooper Building, Denver, Colorado, by American National Live Stock Association Publishing Company. Entered as second-class matter June 11, 1919, at Post Office, Denver, under Act of March 3, 1879. Acceptance for mailing at special postage provided for in Section 1103, Act of October 3, 1917, authorized on September 21, 1921. Subscription price: U. S., \$1.00 a year; Canadian and foreign, \$1.50.)

515 COOPER BUILDING, DENVER 2, COLO.

F. E. MOLLIN.....Managing Editor
DAVID O. APPLETON.....Editor
RADFORD HALL.....Business Manager

Officers of the American National Live Stock Association:

President—William B. Wright, Deeth, Nev.
First Vice-President—A. A. Smith, Sterling, Colo.
Second Vice-Presidents—Thomas F. Arnold, Nenzel, Neb.; Loren Bamert, Ione, Calif.; C. W. Floyd, Sedan, Kan.; R. J. Hawes, Twin Falls, Ida.; J. M. Reynolds, Fort Worth, Tex.
Executive Secretary—F. E. Mollin, Denver, Colo.
Traffic Manager—Charles E. Blaine, Phoenix, Ariz.
Assistant Traffic Manager—Calvin L. Baine, Phoenix, Ariz.

AMERICAN CATTLE PRODUCER

TARIFF CUTTING HITS SNAG

EVER SINCE the Reciprocal Trade Act was passed under the guidance of former Secretary of State Hull, the United States has been working steadily toward a program of lower tariffs and freer international exchange of goods. Under the powers granted in the first Reciprocal Trade Act in 1934, many of the major agricultural and industrial rates were reduced the full 50 per cent permitted under the law. In the extension measure passed in 1945 new authority was granted again to cut rates 50 per cent from those in effect Jan. 1, 1945. Therefore, on any rates originally reduced to the limit it is now possible to make such further reduction as to leave in effect rates only 25 per cent of those contained in the tariff act of 1930.

Actually, so far there has been no real test of the reciprocal trade program. Not much was accomplished in the first two years after the original act was passed, and by the time the 20-odd agreements with the major countries of the world had been put into effect, the world was already heading toward war and many countries were feverishly buying all the raw materials in sight in preparation therefor. On paper it looks very good, but the advocates of low tariffs or free trade always dodge answering the question as to how the United States, with its wage scales and standards of living now farther above the rest of the world than at any previous time, can meet world competition without the benefit of reasonable tariffs. During the war years, and under the conditions existing today, with a world-wide demand for food, machinery, equipment, building materials and so on, tariffs are of little consequence. The products would move regardless of tariff levels. Consequently, the administration is taking advantage of this situation to promote further reciprocal trade agreements with lowered tariffs under the authority granted in 1945 as cited above.

Already there are signs that some of the other countries of the world are fearful of the effects of free trade. They

think it very nice to have Uncle Sam obligingly lower the tariffs and open our markets to import trade; but they don't want to give anything in return and they talk about the need of protecting infant industries which sprang up during the war and which now are to be continued as part of the economy of the countries in question. Incidentally, in many cases it is true that the building of these industries was financed by our good Uncle Sam through lend-lease or one of the other give-away programs for which the United States has become famous, if not particularly respected. Some of the countries are already breaking over and making bilateral agreements such as the recent one between Sweden and Russia, in regard to which the United States filed a futile protest, and the Great Britain-Canada wheat agreement which many feel violates the principle of the reciprocal trade program.

Despite such obstacles our State Department is pressing for action along the lines indicated. A world trade conference is to be held next year, and all pressure possible will be applied to force the principal nations of the world into accepting reciprocal trade agreements and then reducing tariffs all along the line to promote international exchange of goods. Judging from the experiences of the past, the United States will make the principal concessions, and the other countries will follow only half-heartedly. In many cases concessions given will be nullified by blocked exchange, quota systems, etc.

The PRODUCER believes that this country needs the protection of a reasonable tariff on industries which cannot fairly meet the competition of low-cost producers. It believes that the further we go along with the unsound policy of free trade and throwing away our markets, the sooner will come the reaction and a return to a sound economic system with tariffs high enough to protect producers and manufacturers when production is heavy and prices low and to protect consumers when production is light and prices high. That is the system which made this country great.

Hide and Shoe Prices

AT LAST the OPA has done the livestock industry of this country one good turn, if an unintentional one. Shortly after the war commenced, and before the OPA had been created, hide prices were put under price control at a very low and arbitrary level. Originally a ceiling of 15 cents was placed on hides, but when it was found that all grades were being dumped into the cellar without sorting at this single price, new ceilings were imposed by grades, with the top at 15½ cents. The OPA has since maintained that price, and recently has stubbornly refused to make any adjustments although hides are selling in the world markets at 50 to 75 per cent above the levels established here.

When tariff bills have been before Congress, shoe interests have fought hard to keep hides on the free list and have always maintained that cheap hides were necessary in order to hold down shoe costs. In the 1930 tariff act, for the first time in many years, hides were taken off the free list and a 10 per cent ad valorem duty established; but the small benefit this gave to livestock producers was practically nullified by a 50 per cent reduction in the trade agreement with Argentina—so that, practically speaking, today hides are still on the free list.

Despite the fact that hides today are at a ridiculously low level, compared with world prices, with livestock prices or with the price of any other commodity you could name, strangely enough shoe prices have not held down in corresponding fashion. The shoe manufacturers are caught red-handed. Shoes today are selling at the highest levels in the history of this country. The shoe men have shown for certain that the cost of the leather going into the product has

little, if any, relation to the selling price of the finished article.

The livestock industry will make use of this information in the future, when the inevitable battle for protective tariffs again comes to the front. The shoe men will not have a leg to stand on. The record will speak for itself and the livestock industry, with the help of the current situation, should be able easily to justify a reasonable tariff on this important by-product of the industry, and without detriment to consumers in the form of increased shoe prices.

Bulls from Brazil

FOR nearly a year, livestock producers of this country have been uneasy over the threat of bringing foot-and-mouth disease to the North American continent—a threat imposed by the importation of large numbers of Brahma bulls into Mexico from Brazil. These importations were made in violation of the sanitary treaty negotiated years ago between the United States and Mexico by Dr. John R. Mohler, then chief of our Bureau of Animal Industry.

Livestock interests in this country and in northern Mexico have joined in protesting the dangerous experiment of accepting such importations, and lengthy negotiations over the disposition to be made of the second shipment of 327 bulls, held on Sacrificio Island off the coast of Vera Cruz for more than four months, led to the matter being submitted to the semi-annual meeting of agricultural officials of the United States and Mexico, held at Los Angeles beginning July 20. A resolution was adopted at that conference which it was hoped would bring about a satisfactory solution of the prob-

ANSWER TO AN OFT REPEATED CHARGE

"The charge that the livestock and meat industry is conspiring to hold back supplies and thus create an artificial meat shortage is absurd," F. E. Mollin, secretary of the American National, stated early in September. All through the war and up to the present, he said, production of meat has been in record volume despite handicaps of changing government policy, making it impossible to plan

ahead, which stockmen must do.

The existing shortage of well-finished cattle is not entirely due to OPA, Mr. Mollin said. The costly experiment the government made last spring in buying 50,000,000 bushels of corn at a premium over ceiling prices has played a part in developing the shortage. Feeders were not allowed to compete with the government but were held to the ceiling, so that the only

way supplies could be secured was in the black market. Many elected to quit so feedlots are practically empty.

"Another factor generally overlooked," he continued, "is the tremendous exports of meat, largely for relief purposes, which have continued since the end of the war. For the six months ending June 30, 1946, we exported 925,292,000 pounds of meat. In June alone we exported 133,118,000 pounds."

lem. It was agreed that a joint commission of sanitary experts would survey areas in Mexico to which bulls from the first shipment had been permitted access—but this survey was not to be conducted until the second shipment had been disposed of, either by return to Brazil or by shipment to Europe for relief purposes. Unfortunately, the Mexican government has reneged on the agreement its representatives made at the Los Angeles conference, and it is believed that the second shipment will now be permitted access to the mainland of Mexico.

Just what the U. S. authorities will do if that move is made remains to be seen. Certainly it will considerably delay lifting of the quarantine imposed on June 5 to prevent entry into this country of any of the imported bulls so long as any danger of foot-and-mouth infection exists. At the same time, the quarantine prevented the normal access of commercial cattle from Mexico until they had been held in quarantine at the border for 15 days. So far this has prevented any

movement across the border because adequate quarantine facilities were not available.

It appears that representatives of the Brazilian government and influential Mexicans who are interested financially in the importations are responsible for blocking the acceptance of the Los Angeles resolution which has the general approval of the livestock operators both in this country and in northern Mexico. It is difficult to understand why the Mexican government should think it necessary to appease the Brazilians who have advanced false claims of injured pride, etc., when it is done not at the expense of the United States but at the expense of the commercial cattle producers of northern Mexico. Certainly their loss through inconvenience and delay in marketing will far exceed any profits which the importers may realize from the transaction.

Throughout all the controversy, officials of our Bureau of Animal Husbandry have acted in most commendable fashion, taking every step necessary to protect the livestock industry of this country from the menace of foot-and-mouth disease.

The Forest Service Problem

TO THE STOCKMAN, provocation brought on by the regulations of the Forest Service is no new thing. Between users of the forest ranges and the Forest Service differences have long existed and will continue to exist. But at times the issues get heated. They call for special emphasis.

That is the case in the McCarran bill controversy. The measure in substance provides for the discontinuance of the practice of the Forest Service of taking away grazing privileges from one rancher to give to another, either a new rancher or an established one. It also provides for specific duties on the part of forest advisory boards, which boards have long existed only in name, and abolishes transfer cuts. The latter two of the bill's provisions are minor ones. While the Forest Service opposes the "transfer cuts" clause, it refers to the advisory boards section only as being unnecessary.

The first provision is the one causing most of the present controversy. Forest Service officials are quoted now and again as making a special point of opposing this section, while at the same time they themselves have conceded that the matter of "cuts for distribution" is to be a dormant issue during the present 10-year permit period which has just started. Secretary of Agriculture Anderson so announced at the January, 1946, meeting of the American National Live Stock Association. In the meantime, he said, studies in the matter would be made and a decision reached for future permit periods. The McCarran bill in this respect would do no more than write into law the present policy of the Forest Service.

As far as the stockman is concerned, however, this is only of temporary satisfaction. The stockman fails to see the justification in the Forest Service having the right now or 10 years hence to run his business to the extent of taking away from him and giving to another—in view of our established government system of private rights and private ownership. In this he asks no more than, or as much as, the government has given to miners and in the past to users of water. He feels that the Forest Service should not determine policy, that is for Congress to do. The Forest Service should only administer the act under which it exists.

The grazing "cuts" often do considerable damage to an

operator who may have thousands of dollars invested in an outfit which without forest range rights is next to no good. It is a considerable point with the stockman that he is there on the land, has as much right to continued use of the land as it is possible to have, and should in fact be protected against arbitrary rules such as "cuts for distribution."

But the Forest Service may have the power a decade hence to shut the stockman out if it so sees fit. And how to avoid this is the problem of the stockman who may be up against it. This isn't a question of difference of opinion as to whether the range will carry two animals or one. It is a difference of ideologies.

There are other kinds of "cuts" that the Forest Service has used to whittle down permits. "Cuts for protection" have recently been made right and left on the excuse that too heavy use was made of the ranges in the first World War period. Game population on forests has been increasing since then by leaps and bounds, and although much talk is heard about holding this increase down, nothing is done about it—but domestic livestock is progressively reduced.

It has been suggested that maybe what happened recently in the Taylor Grazing Service might be an answer. When the Grazing Service early this year asked for an appropriation of \$1,784,500 it got \$802,500. The slash may have been too deep and the organization perhaps needed more money for highest efficiency. But when Congress sawed that budget in half it forced a healthy shake-up in an agency apparently headed for bigger things in the way of bureaucracy; it put a check on enthusiasts who wanted to stretch the provisions of the law to take in research and other functions already performed by existing departments and add more people to the pay roll; it compelled reorganization so that the staff must be more efficient and the advisory boards give maximum service.

The Forest Service has some of the attributes of the Grazing Service. It has stockmen's "advisory boards," hardly worthy of the name, however, since their suggestions are seldom heeded; it has the same desire for power that was nipped in the bud in the Grazing Service; it sends out officials to talk against both the McCarran bill and those who support it, which is not a proper function of the administrators of the Forest Service. All in all, maybe reduced appropriations would have a salutary effect.

Meat Industry Margins and Costs

A Study by Knute Bjorka, Bureau of Agricultural Economics

Reprinted from Marketing and Transportation Situation

OF THE AMOUNT PAID IN 1939 for meat at retail, 49 per cent went as payment for marketing and processing livestock and meat and 51 per cent was paid to producers for livestock. The cost of retail distribution of meat and other livestock products was equal to 24 per cent of the retail value, and the cost of wholesale distribution was 5.8 per cent (see chart 1). Slaughtering and processing absorbed 14.9 per cent of the retail value, and the cost of marketing livestock, including their transportation, was 4.3 per cent. The data for 1939 covers a period before price controls and other abnormal wartime conditions were in effect.

The average retail value of all meat (including lard) in 1939 was 23.5 cents per pound. The retailing margin of 24 per cent of the value at retail was equal to 5.6 cents per pound of meat. The average wholesale value of meat was 17.9 cents per pound. The margin for wholesaling, which included outward transportation, was 7.7 per cent of the value at wholesale, or 1.4 cents per pound. The value of the meat at the plant was therefore 16.5 cents per pound. For meat packing, the margin was 21.4 per cent of the value at the plant, or 3.5 cents per pound. The market value of the livestock was 13 cents per pound. For livestock marketing, the margin was 1 cent per pound, which included transportation. In terms of the retail sales unit or composite average, the amount paid producers for livestock was equal to 12 cents per pound.

The distribution of the margin for meat and meat products was different in some respects, when based on the principal agencies involved. Meat packing concerns, in addition to slaughtering and processing, distributed their own products wholesale, although some of their products were also handled by other wholesalers. Some of the larger packing concerns operated concentration yards and buying stations where they procured some livestock, and a few concerns sold some meat at retail.

It is estimated that 19.7 per cent of the total retail value of meat went to meat packing concerns for performing their combined functions in 1939. This percentage was made up as follows: Meat packing 14.9 per cent, wholesaling 4.5 per cent, retailing 0.2 per cent and operating livestock markets 0.1 per cent. The retail meat dealers' share of of the consumers' dollar was 23.8 per cent. Livestock marketing agencies (non-packers) received 4.2 per cent of the amount paid by consumers for meat that year. The share of independent

wholesalers (non-packers) was 1.3 per cent of the total paid by consumers for meat. As already mentioned, returns to producers was 51.0 per cent of the total retail value of meat.

Change in Margin With Change in Prices

For some functions of marketing the expenses per unit of product remained fairly constant, irrespective of the price at which the product sold. For others, the expense per pound tended to change directly with the change in price, but the degree of change was proportionately less. This is shown by an earlier study of margins covering the period 1925-34 by Bernard F. Tobin and Howard C. Greer.

The expense per hundredweight for marketing livestock was about the same whether prices were high or low, or whether the volume marketed was small or large. This is because fees and charges for the services performed at markets and the rates charged for transporting animals are generally on a head or on a weight basis. Margins for both processing and retail distribution of the

products, on the other hand, changed considerably with the change in prices. They tended to be high when prices were relatively high, and low when prices were relatively low. The margin per pound of meat for wholesale distribution changed little with the change in the value of meat.

On a percentage basis the total margin for marketing and processing all meat combined averaged 45 per cent of the retail value in the period 1925-28 when the average retail price of meat was 25 cents per pound. The total margin was 60 per cent of the retail price in the period 1931-34 when the average retail price of meat was 16.3 cents per pound. The share received by producers of livestock was 55 per cent of the amount paid for meat by consumers in 1925-28 and only 40 per cent in 1931-34. The wide percentage margin that tends to be maintained when prices are low may in part be due to a lag in the adjustments of marketing costs as prices decline. It is not improbable that the margin would narrow if low prices were continued over a long period.

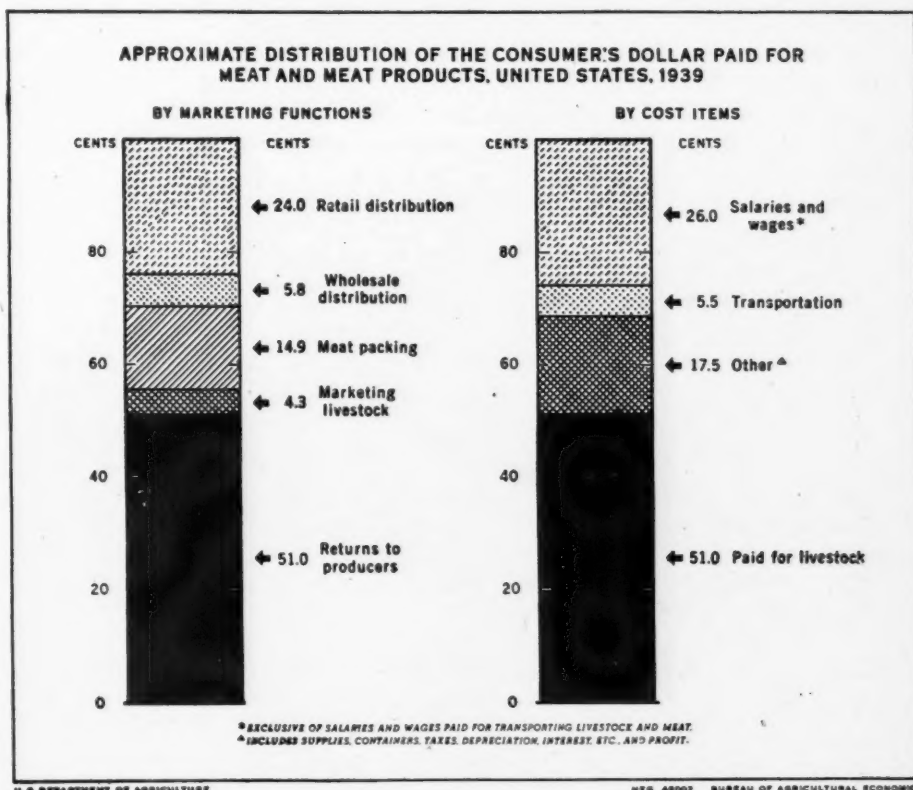


Chart 1. The combined margin for wholesaling and retailing meat was equal to about 30 per cent of the retail value of the product. The margin for meat packing was about 15 per cent, and the cost of marketing livestock slightly more than 4 per cent. Payment for salaries and wages for marketing and processing livestock and meat was equal to 26 per cent, or more than one-half of all marketing and processing expenses. The cost of transporting livestock and meat was a little more than 5 per cent, and all other expenses, including profits, a little more than 17 per cent.

Margin Not the Same For All Species

Expressed in cents per pound of meat sold at retail, the margin for marketing livestock was about the same for cattle (beef) and calves (veal), was slightly smaller for hogs (pork), but was approximately twice as great for sheep and lambs (mutton and lamb).

Both marketing costs and transportation rates for sheep and lambs were relatively high.

The processing margins for beef and veal, as shown by Tobin and Greer, were smaller than for pork. In the case of pork, such cuts as hams, shoulders and bellies are largely cured and smoked, involving considerable processing ex-

pense. Much of the bacon is sliced and packaged at the plant. Beef, on the other hand, is usually sold fresh, either as quarters or as carcasses, and only a small amount is processed. Most of the veal is sold as carcasses with the skin on, and this keeps costs of dressing low. Only a small proportion of the veal is processed. Mutton and lamb also are largely sold fresh, and in the form of carcasses or wholesale cuts. However, as the average weight of the individual sheep or lamb carcasses is small, this accounts for relatively high cost per pound for slaughtering and handling at the plant.

Wholesaling expenses were fairly uniform for meat of the different species, but were highest for pork. Sales of pork are usually as wholesale cuts instead of carcasses and quarters in which beef is generally sold.

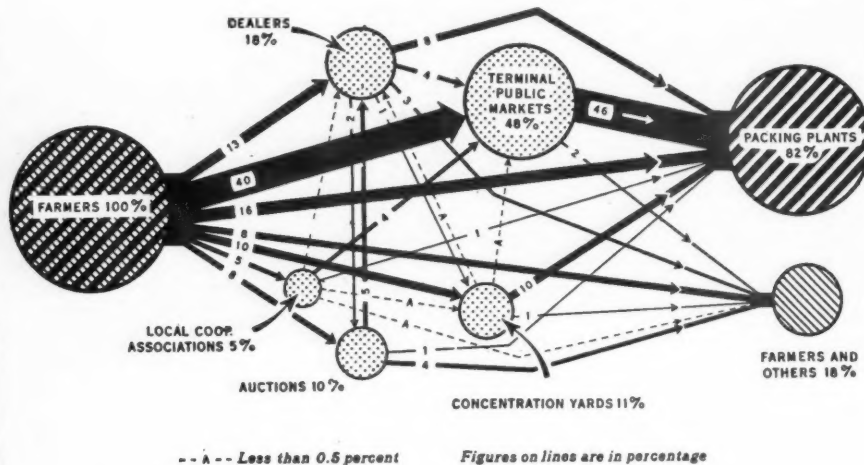
The cost per pound of retailing beef, and mutton and lamb, was about twice as high as for pork. The cost of retailing veal was still higher. Beef, veal, mutton and lamb require considerable labor in cutting and preparing steaks and roasts, and in grinding some beef cuts into hamburger. Cured pork to some extent is sold to consumers in wholesale cuts. Sliced bacon and carton lard packaged at the slaughtering plant require relatively small amounts of labor in handling at the retail store. More and better refrigeration also is needed for the fresh than for the cured products.

Items of Cost Comprising Margin

In 1939, payment for salaries and wages for performing all the various functions of marketing livestock and meat, and for slaughtering and processing, amounted to 26 per cent of the retail value of meat. (This is confined to salaries and wages paid directly by the marketing and processing agencies. It does not include salaries and wages paid for the production of the livestock, supplies, equipment and materials, or for transporting livestock and meat). Transportation was equal to 5.5 per cent of the retail value of meat, of which 2.6 per cent was for transporting livestock and 2.9 per cent for transporting meat. All other expenses such as supplies, containers, taxes, depreciation, interest, etc., and profits were 17.5 per cent of the retail value of the product.

Of the total operating expenses for performing the various marketing and processing functions for livestock and meat in 1939, payment for salaries and wages was equal to 53 per cent. Transportation was 11 per cent and all other operating expenses and profits combined were 36 per cent. The proportion of the operating expenses paid out for salaries and wages was not the same for performing the different functions. Payments for labor represented 49 per cent in the marketing of livestock, 51 per cent in meat packing, 52 per cent in

CHANNELS OF LIVESTOCK MOVEMENT FROM FARMS IN THE CORN BELT REGION TO PACKING PLANTS, OTHER FARMERS, AND OTHER USERS, 1940



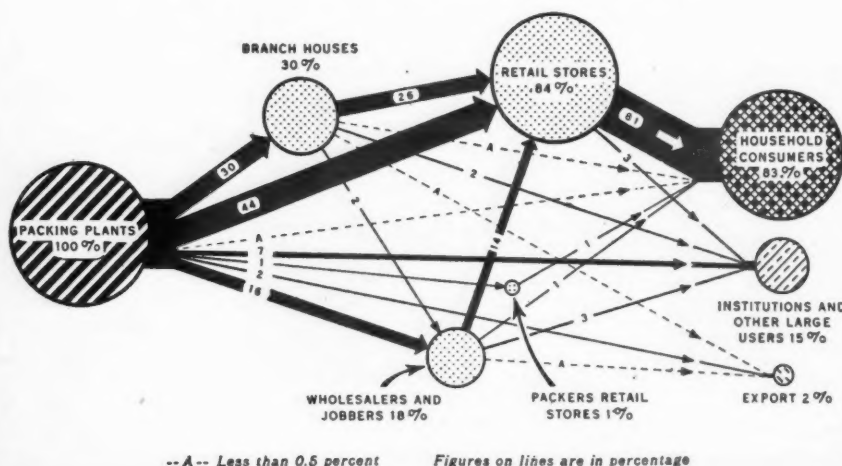
SOURCE: CORN BELT LIVESTOCK MARKETING RESEARCH COMMITTEE

U. S. DEPARTMENT OF AGRICULTURE

NEG. 42510 A BUREAU OF AGRICULTURAL ECONOMICS

Chart 2. Of all livestock combined (based on carlot equivalents) marketed by farmers in the region, 82 per cent went to packing plants for immediate slaughter and 18 per cent to farmers and others. Cattle, calves and sheep and lambs were sold through terminal public markets in relatively larger proportions than hogs. Hogs were sold direct to packers and through concentration yards in relatively larger proportions than other livestock.

CHANNELS OF MOVEMENT OF MEAT AND MEAT PRODUCTS FROM PACKING PLANTS TO CONSUMERS AND OTHER USERS, BASED ON VALUE OF PRODUCTS, 1939



U. S. DEPARTMENT OF AGRICULTURE

NEG. 48698 BUREAU OF AGRICULTURAL ECONOMICS

Chart 3. Of the meat and meat products produced in packing plants, 83 per cent was purchased by household consumers, 15 per cent by institutions and other large users and 2 per cent was exported. Meat packing concerns wholesale most of their own meat. Less than one-fifth of the total was handled by independent wholesalers and jobbers in 1939.

wholesaling and 58 per cent in retailing.

In a study of the cost of marketing livestock and meat it is important to show the channels through which the commodities move from the farm to the consumer, and the costs involved vary with the different methods of marketing.

Marketing Channels for Livestock

The discussion of channels used in marketing livestock is based on information on the marketing of livestock in the 12 north central states and Kentucky and Oklahoma in 1940, as corresponding information is not available for the country as a whole. In that year, about 24 per cent of all livestock sold (combined in terms of carlot equivalents) moved direct from farms to packing plants, feedlots and other farms without going through any market (Chart 2). About 40 per cent passed through terminal public markets only, 28 per cent through one or more types of local markets but not through a terminal market and 8 per cent through

both local and terminal public markets.

Cattle, calves and sheep and lambs were marketed through terminal public markets in larger proportion than hogs. Hogs were sold in relatively large proportions through local markets and direct to packers. Some livestock moved through more than one market of the same type, but this is not shown in the figure.

Eighty-two per cent of the livestock (exclusive of horses and mules) sold by farmers in the Corn Belt region went to packing plants for slaughter. The other 18 per cent was composed of stocker and feeder animals that went to farms and feedlots, animals sold for breeding and dairy purposes and animals sold for slaughter to retail meat dealers and other users.

Marketing Channels for Meat

The tonnage of meat marketed is considerable smaller than the tonnage of livestock, as some of the livestock marketed does not go to slaughtering plants and the slaughtered livestock has dressing losses. Of the livestock

slaughtered in packing plants in 1939, as reported by the census, the average dressing yield was 62 per cent of the live weight. Dressing yields varied considerably by species of animals, being 53 per cent for cattle, 60 per cent for calves, 73 per cent for hogs and 47 per cent for sheep and goats.

Of the estimated production in 1939 of 17,534,000 pounds of meat, 85 per cent was produced from slaughter in commercial establishments and 12 per cent from farm slaughter. The meat produced from commercial slaughter that year was made up as follows: beef 44 per cent, veal 6 per cent, pork (exclusive of lard) 45 per cent and lamb and mutton 5 per cent.

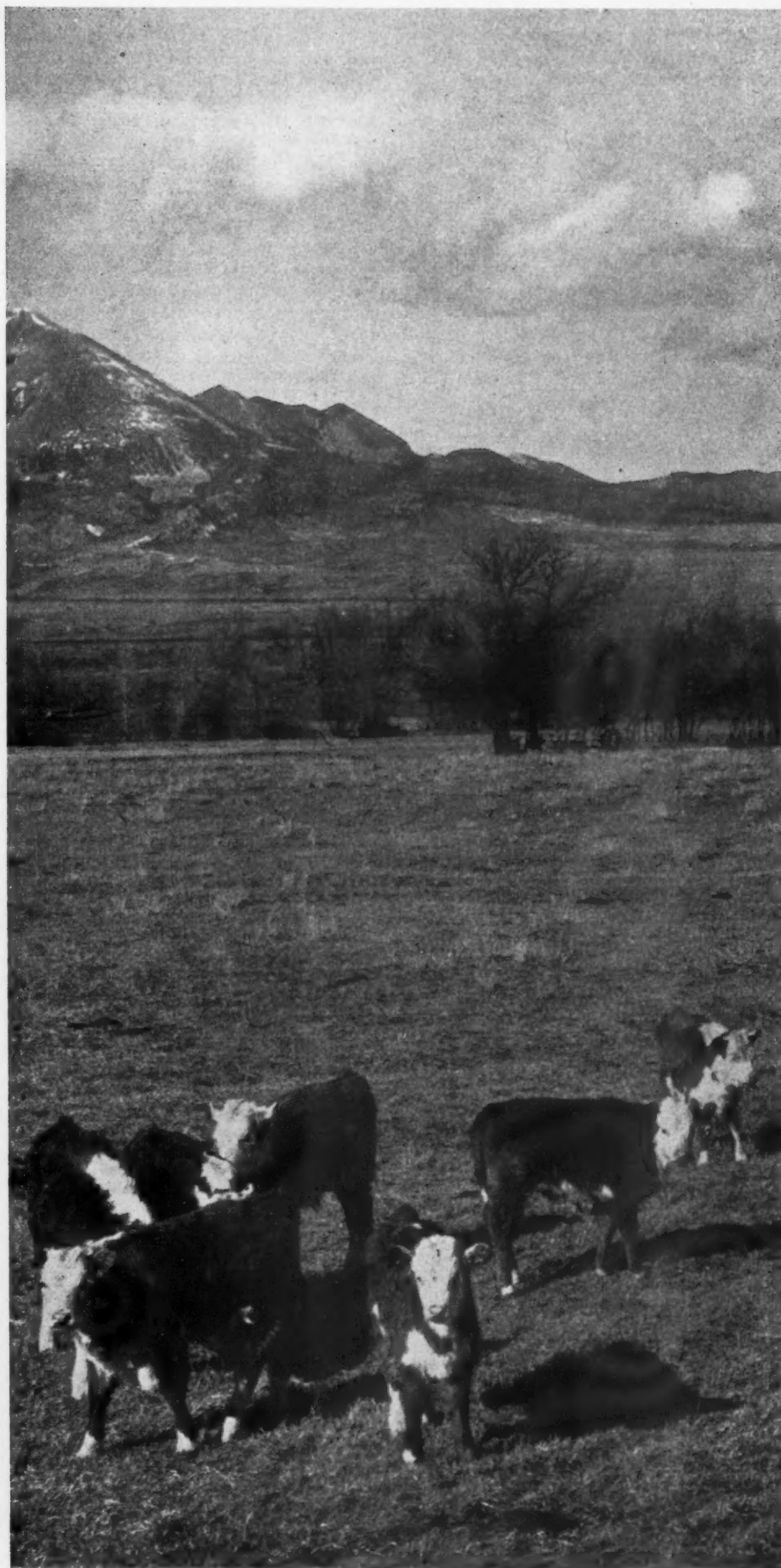
Most Meat Goes to Retailers

In terms of value, approximately 84 per cent of the meat and meat products produced in wholesale packing establishments and in sausage and prepared meat processing plants was distributed through retail stores in 1939 (fig. 3).

(Continued on Page 28)

Dust Blurs the Horizon in a Flurry of Texas Action





A group of youngsters returning the cameraman's interest.

BLUEPRINT for PRODUCTION

By **LYMAN BREWSTER**

Member Montana Livestock Commission
and Montana State College Agricultural Advisory Council

IN AN EARLIER ARTICLE, PUBLISHED approximately at the time of our entry into World War II, I suggested several possible methods by which production could be increased in order to meet the extra requirements. Obviously, producers of livestock did go a long way toward meeting these emergency requirements, which contributed greatly to our successful prosecution of the war, as did the producers of other food crops.

What about the next period of years? Are we in a stage of overproduction, or vice versa? Naturally all of us are searching for the answer, with the expectation of operating in the manner that will be consistent with the future trends. Our decisions can be made only after an appraisal is made of known facts, and each producer of livestock will have to decide upon the steps he will take in regard to the future. It should be mentioned that, in any article, it is difficult to estimate and appraise all of the elements that may be involved in deciding questions of future production, particularly as applied to agriculture. It is hard to get all the facts, and even then things do not always work out the way we think they should.

Be that as it may, it is certainly desirable at least to secure as accurate a picture of present conditions, particularly in the production of beef cattle, as is possible and to try to determine future trends. This is the subject to which this article is devoted. Possibly some of the remarks may be applicable to other types of production. The various elements that affect the producer of beef will be taken up separately, as far as possible.

Purchasing Power of Consumers

I believe it is generally agreed today that the ability to purchase food is based upon the net income of the population. Also, it is apparent that there is a close correlation between national pay rolls and per capita beef consumption. A high level of wages means high purchasing power, and vice versa. At the present writing it appears as if wages throughout the United States will be increased approximately 15 per cent. Also, in view of the pent-up demand for goods and services, a very large percentage of the population will have the opportunity of being gainfully employed at the high wage level for at least five

AMERICAN CATTLE PRODUCER

years, and
condition
advantage
Consump
I doubt
ever had
Rather, th
tion becau
lation has
purchase.
By 1940
United St
than \$1.0
cent of th
tween \$1.
only 10
\$3,000. T
of candid
nutritional
point. Th
level of
high wag
anced na
a much
previousl
Progra
ters will
period of
nutrition
able to a
teins and
manufac
must be
Meat is
teins and
Thus i
ducer of
be open
the past
extent t
To indic
ready in
partmen
for 165
1946, w
was com
produce
from th
cattle is
basis a
kept wi
househo
Liveste
In 1
stricken
populat
As a re
tune of
1944 t
82,000,
than 8
include
with t
have 1
of pop
which
in our
0.59 h
dairy,
cattle
0.50 h
amount
in bee
basis.
The
lies in
increa
Octob

years, and possibly much longer. This condition naturally will reflect to the advantage of the producer of beef.

Consumption of Food

I doubt that the United States has ever had an overproduction of beef. Rather, the problem was under-consumption because a large portion of the population has been unable, at times, to purchase its normal food requirements. By 1940 one-third of the families in the United States had an income of less than \$1,000 per year. Another 40 per cent of the nation's families earned between \$1,000 and \$2,000 annually, and only 10 per cent had incomes of over \$3,000. The rejections of great numbers of candidates for the armed services, for nutritional defects, also illustrates the point. Thus it would seem that a high level of employment, at a relatively high wage, might result in a more balanced national diet, and automatically a much broader demand for beef than previously experienced.

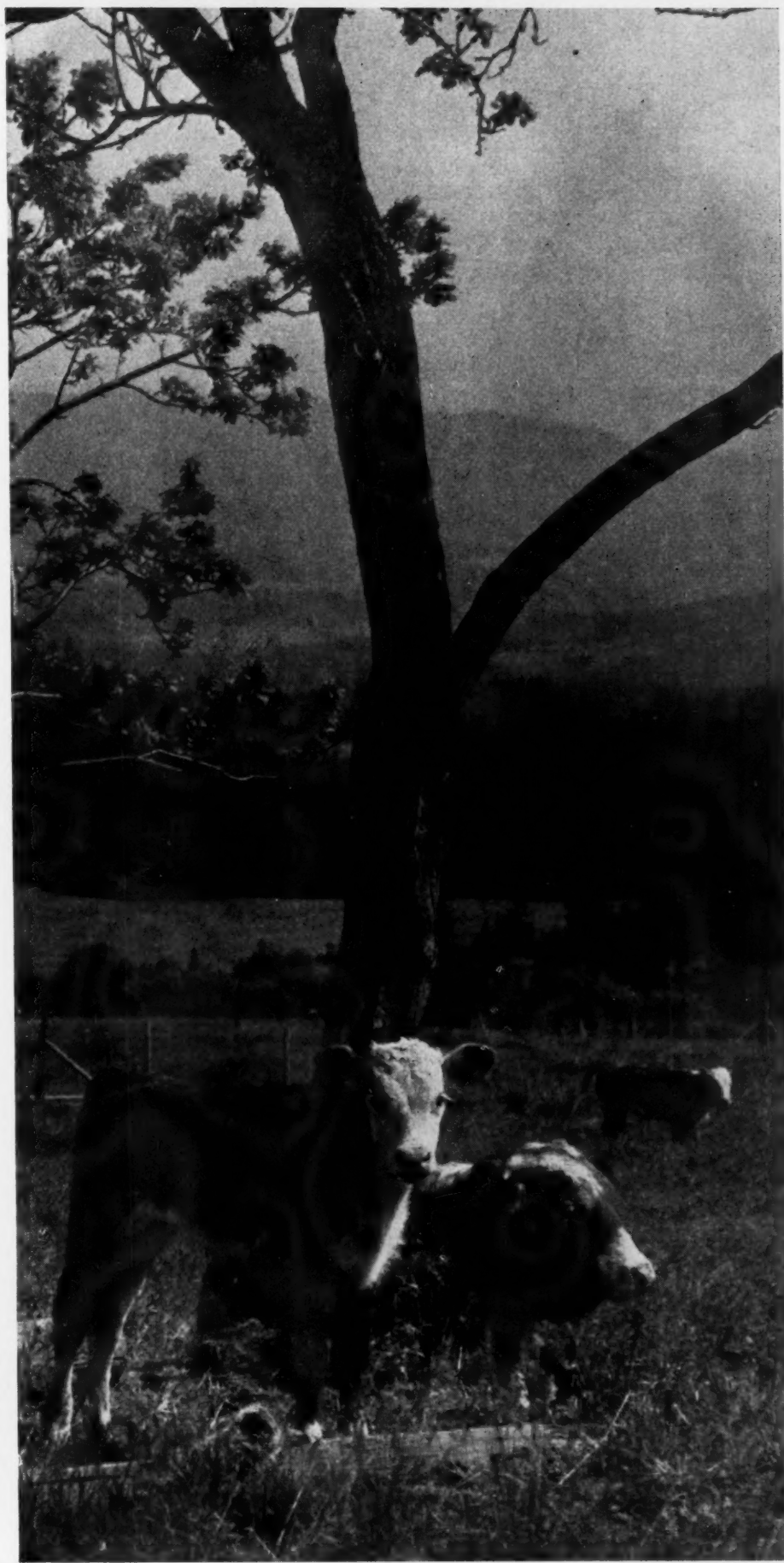
Programs of education in these matters will be numerous during the next period of years. A large percentage of nutritional ailments are directly traceable to a lack in the diet of animal proteins and amino acids which cannot be manufactured by the human system but must be gotten from the food itself. Meat is the major source of such proteins and amino acids.

Thus it would seem that for the producer of beef a whole new market will be open among groups of people who, in the past, have not influenced to any extent the per capita meat consumption. To indicate that the new market is already influencing the demand, the Department of Agriculture estimates are for 165 pounds of meat per capita for 1946, whereas our pre-war consumption was considerably below this figure. The producer of beef can particularly benefit from this new market if production of cattle is on an efficient and economical basis and if retail prices of meat are kept within the reach of the majority of households.

Livestock Population

In 1934, when the country was stricken with drouth, the total cattle population was estimated at 74,000,000. As a result, a liquidation occurred to the tune of 5,000,000 to 6,000,000 head. By 1944 the cattle numbers were up to 82,000,000. The figure stands at less than 80,000,000 today. These numbers include both beef and dairy cattle. Even with this great number, we actually have 17 per cent less cattle per capita of population than we had in 1918, which was the highest previous period in our national history. The figure is 0.59 head per person, both beef and dairy, or 0.38 head per person for beef cattle alone, where as in 1918 there was 0.50 head of beef cattle per capita. This amounts to a reduction of 24 per cent in beef cattle numbers, on a population basis.

The explanation of this phenomenon lies in the fact that our population is increasing more rapidly than our cattle



Youth and maturity share a placid summer moment.

numbers are, and the spread is becoming wider as time goes on. Estimates indicate a population of 150,000,000 or more people by 1950, and a downward trend to 75,000,000 cattle, an equivalent of 0.50 per capita of population. The latter figure has been suggested as a safe figure in the light of available feed resources. It is, of course, possible that this decrease in numbers of head per capita is, to a certain extent, offset by greater productivity of present-day herds so that the actual net decrease in production is not so great as the above figures would, at first glance, indicate.

Feed Balance and Demand

It is elementary that our livestock numbers are going to be limited by the amount of available range and feed. If it is true that our present feed resources will safely support only 75,000,000 cattle upon a sustained-yield basis through the years, the spread between population and livestock production will be much greater as time goes on, and the production could run behind our national requirements, which could easily occur. Then livestock producers will be confronted with the problem of increasing livestock numbers beyond available feed resources. It is the desire that this article will suggest possible ways to meet the problem, in case the condition does arise.

There are two methods by which an increased production of beef can be secured. One way is to increase the available amount of forage so that cattle numbers can be safely increased, and the other is through increasing the ef-

ficiency of the livestock which will consume the forage, thus securing greater production from the same amount of feed.

On the production side, it appears as if there will be increased development of lands through reclamation projects. More lands will be irrigated as time goes on, and of course an increase of feed supplies will result. Range feed may be our limiting factor. It has been demonstrated that the productivity of range lands can be increased through controlled use and through reseeding of abandoned farm lands. The United States livestock and range experiment station reports up to 100 pounds of live animal gain per acre on crested wheat grass, as an example of the possibilities in that direction. Other grasses will be discovered or produced in the future which will give greater results.

Animal Efficiency

Equally important, if not more so, will be the improvement of the livestock, and information is available now from the research stations, upon which an estimate can be made as to the possibilities of increasing production, without increase of animal numbers, and with the present amount of available grass and supplementary feeds. The proposition seems to be this:

The mechanical efficiency of the digestive system of cattle varies greatly in its ability to manufacture feed into meat. This quality is really the reason we keep beef animals. To indicate the wide range between animals, the Miles City (Mont.) station cattle, a purebred herd, reflected

a variation of 66 per cent in feeding efficiency. This figure came as a shock, but upon further inquiry, it must be concluded that this is probably the minimum variation that will be found in the best herds, and the efficiency of average range herds is hard to estimate.

It can be pointed out that some steers in the feedlot gain a pound a day for the average feeding period, and a few have been reported as having gained four pounds. This looks like 300 per cent variation, and that is possible, obviously, with animals of dairy origin, where their ancestors have been selected for milk and not beef producing ability, or with animals that have been selected for their ability to walk three miles to water and back to grass, in contrast to the modern beef types.

The average efficiency of the cattle in Montana wouldn't be a very attractive figure, considering all cattle other than those kept for milk. It might be possible that the least efficient animals have made a profit during these times of war prices, but have they, or has it been the better end of the cattle that have carried the sale for the others?

Certainly we could not afford to keep some of these animals under average price conditions.

Herd Improvement

"The eyes of the master fattens the cattle," is the old saying, and for purposes of selection in a breeding herd this could probably be applied. Breeding cows that are unthrifty, fail to raise good calves or are otherwise of poor type can easily be eliminated and replaced with high quality heifers, the tops of each year's calf crop. Strict culling to type is inevitably going to result in a better-doing herd, which means a more efficient herd. This is, of course, a slow process and a never-ending one, and will have to be continued as long as the world exists.

The other possible method of improving the efficiency of the herd is through the use of bulls upon whose strains record-of-performance records have been kept which reflect a superior hereditary performance that can be transmitted to the offspring with a fair degree of certainty. Here is the dead end at the present time—the possibility of being able to purchase breeding stock that will, of a certainty, increase the average efficiency of a range herd. It probably goes without saying that good type bulls from any recognized registered herd possibly will improve, to a certain extent, most any range herd. But even that is speculative.

Research in beef cattle in the United States, and elsewhere, has not progressed far enough so that a range man or operator of a grade herd can, with any degree of accuracy, purchase seedstock in the way of bulls that will give any assurance as to the improvement in efficiency of offspring. In dairy herds it is a different matter, because of record-of-performance studies. Many commercial dairies keep their herds on test permanently as a sure means of increasing butterfat production.

"GRASS"

(The following familiar, and popular, quotation on Grass, first heard in a speech by the late Senator John J. Ingalls of Kansas, formed a portion of the extemporaneous address of American National President William B. Wright at the Salt Lake public lands meeting some weeks ago. The brief paragraphs are reproduced not alone for their ageless interest since the original utterance but for their special pertinence as voiced by Mr. Wright.—Ed.)

Next in importance to the divine profusion of water, light and air, those three physical facts which render existence possible, may be reckoned the universal beneficence of grass. Lying in the sunshine among the buttercups and dandelions in May, scarcely higher in intelligence than the minute tenants of that mimic wilderness, our earliest recollections are of grass; and when the fitful fever is ended and the foolish wrangle of the market and forum is closed, grass heals over the scar which our descent into the bosom of the earth has made, and the carpet of the infant becomes the blanket of the dead.

Grass is the forgiveness of Nature—her constant benediction. Fields trampled with battle, saturated with blood, torn with ruts of cannon, grow green again with grass, and carnage is forgotten. Streets abandoned by traffic become grass-grown, like rural lanes, and are obliterated. Forests decay, harvests perish, flowers vanish, but grass is immortal. Beleaguered by the sullen hosts of winter it withdraws into the impregnable fortress of its subterranean vitality and emerges upon the solicitation of spring. Sown by the winds, by wandering birds, propagated by the subtle horticulture of the elements which are its ministers and servants, it softens the rude outlines of the world. It invades the solitude of deserts, climbs the inaccessible slopes and pinnacles of mountains, and modifies the history, character and the destiny of nations.

Unobtrusive and patient, it has immortal vigor and aggression. Banished from the thoroughfares and fields, it bides its time to return, and when vigilance is relaxed or the dynasty has perished, it silently resumes the throne from which it has been expelled but which it never abdicates. It bears no blazonry of bloom to charm the senses with fragrances or splendor but its homely hue is more enchanting than the lily or the rose. It yields no fruit in earth or air, yet should its harvest fail for a single year famine would depopulate the world.

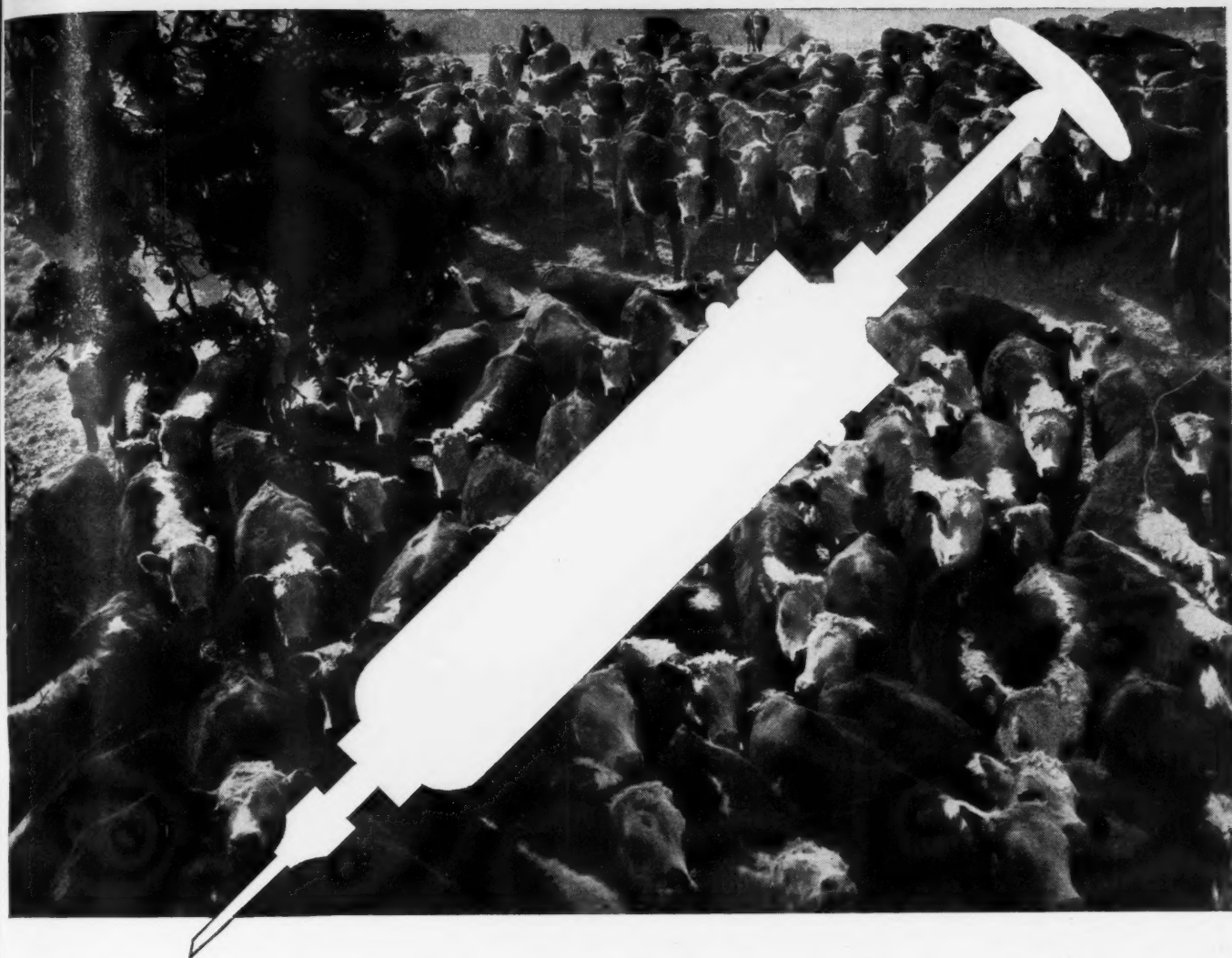
ding effi-
hock, but
be con-
the mini-
nd in the
average

me steers
y for the
few have
ned four
cent va-
bviously,
ere their
for milk
or with
for their
ater and
modern

cattle in
ttractive
ner than
be pos-
animals
se times
r has it
tle that
ners?
to keep
average

ens the
for pur-
erd this
ng cows
se good
ype can
ed with
of each
to type
better-
efficient
process
have to
exists.
improv-
through
ins rec-
e been
editary
tted to
of cer-
e pres-
g able
will, of
e effi-
ly goes
s from
ossibly
, 'most
specu-

UCER



Aimed at Protecting Your Livestock— Cutter Vaccines don't miss the mark!

What IS it about Cutter Vaccines that makes them different?

Two factors enter in—

First off, Cutter technicians are what you might call "cranks." They insist that *any* vaccine—human or animal—meet the highest possible standards.

"Is this the most potent, effective vaccine we can offer stockmen?"—is the question they ask. As a result, Cutter products are never produced to sell at a price—but to do the best job possible.

Too, Cutter's research staff is constantly at work developing more effective disease controls, improving where no improvement seems possible. Often, their discoveries are revolutionary—such as "alhydrox," Cutter's exclusive chemical process. Unlike ordinary

vaccines, which are excreted in large part before they can build peak immunity—Cutter's "alhydrox" vaccines cling to the animal's tissues till every drop is used. The result is maximum, prolonged protection.

You'll find "alhydrox" in Cutter Blacklegol, Pelmenal, Charbonol and other top-notch vaccines. Why not make it a habit always to *specify* Cutter whenever you buy disease controls?

Cutter Laboratories, Berkeley, California

CUTTER

Fine Biologicals and
Pharmaceutical Specialties

Association Meetings

A combined meeting of the Texas Sheep and Goat Raisers Association and the Texas and Southwestern Cattle Raisers Association at Amarillo, Tex., on Sept. 14 produced a resolution asking for removal of price controls on all products of oil bearing and high protein seeds. (The concentrates problem was also the subject of an American National Live Stock Association resolution at its January convention, when the complete lifting of all regulatory measures was urged.)

A meeting of the Interstate Association of Public Land Counties took place on Sept. 17 at Denver. The discussions were aimed mainly at attempting to get public lands turned to private ownership; solidifying opposition to any enlargement of government holdings, and endeavoring to get legislation enacted to correct non-taxability of federal lands.

Secretary F. E. Mollin of the American National and his assistant, Radford Hall, attended the meeting.

The Teller County Live Stock Association met on Sept. 14 at Woodland Park, Colo. Three men who traveled from Denver to address the meeting are the American National's executive secretary F. E. Mollin, his assistant, Radford Hall, and Dr. B. F. Davis, secretary of the Colorado Stock Growers and Feeders Association.

At the Greenlee County (Arizona) Cattle Growers meeting recently Jesse Stacy was elected president; Frank Willis, vice-president, and T. T. Waddell, secretary.

Ed Birkmeier, cattleman of Joseph Creek, Ore., is the newly elected president of the Wallowa County Livestock Association. He is a former Forest Service official.

RULES, RULES, RULES!

Readers can choose their own salty comments after looking over this little story which the PRODUCER lifts bodily out of the Arizona News Letter. No clarifying statement seems called for here—the story speaks for itself.

A well-known Arizona member tells it: "I've been promising my wife a house for 30 years and that's quite a while for her to stay with me and expect the promise to be fulfilled, so I bought a carload of lumber last year and a carload of cement, and I had the men on the ranch make 6,000 adobes. Then I came to see about getting priorities for nails, etc., and they tell me I can't use my material; I've kept it too long, or not long enough, or something—anyway, they say I cannot use it now. . . . It's all mine and on my land, so what?"

UNDULANT FEVER

By GEORGE H. CONN, D.V.M.

FOR THE PAST 10 YEARS THE writer has had extensive experience in handling herds which have been very heavily infected with Bang's disease.

During this period several hundred herds where the abortion rate for the previous 12 months had averaged about 35 per cent and where extreme abortions were as high as 75 per cent have come under my care and observation. These herds were located in every section of the United States.

During my experience with these herds, a goodly number of which I vaccinated personally, it was very strange to note that only one case of undulant fever was reported in the members of the families where these several hundred herds were owned, and yet these families consumed raw milk from these Bang's infected herds.

This in itself indicates to the writer that there were very few if any cases of undulant fever that could be definitely proved as being caused from the consumption of milk from Bang's-infected cows.

Due to educational programs and more complete information on undulant fever a larger percentage of cases are being reported now than were reported a few years ago. Many physicians when confronted with a case of undulant fever in the human invariably report this to be caused by consuming raw milk, especially if they can prove that there have been any abortions in the herd that produces this milk or if there are any Bang's-infected cattle in the herd. These conclusions are erroneous in the light of our present knowledge, as will be shown by several reports that are now available.

As long as 15 or so years ago it was reported from research workers (and the principal ones at that time were working in Iowa) on this disease that most of the cases of undulant fever were the result of consuming raw milk from Bang's-infected herds; but information at the present time indicates very definitely that of the three types of Brucella infection (which causes Bang's disease in cattle) the cattle type is by far the least dangerous to man. The Brucella type that affects swine is by far the most likely to infect the human being, and the next in order is Brucella Melitensis, which affects goats. During the past three or four years it has been observed that most cases of undulant fever in the human are of swine origin.

In an effort to get an expression from several prominent veterinarians and public health officials on the percentage of cases of undulant fever that could be proved to be caused by milk infection from the cow, we wrote several letters in March, 1946. We refer to the opinion given us in a personal letter by Dr. B. A. Beach, professor of veterinary science at the University of Wisconsin:

"I do not believe the answer to that question is definitely known. We do know, however, that a percentage of the cases of undulant fever are due to Brucella abortus. Whether any of them came through the milk has as far as I know, never been demonstrated. Considerable work has been done by the Iowa department of health. The majority of their human cases are due to the suis type. There is an appreciable percentage, however, due to abortus. I have thought that perhaps one person in a thousand may be susceptible to undulant fever by the abortus. The percentage you indicate in your letter probably is not far from the average."

You will note that in Dr. Beach's opinion and from his observation he does not conclude that the human is in very great danger of developing undulant fever from consuming raw milk from Bang's-infected herds.

We refer the reader to a short editorial in the Oct. 25, 1945, issue of Hoard's Dairyman under the heading, "Bang's Disease (Brucellosis)," which is as follows and is self-explanatory:

"Brucella organisms occur in three distinct types: namely, Brucella Melitensis, found in goats; Brucella abortus, the type that attacks cattle, and Brucella suis, the type that attacks pigs. From the 1942-43 report of the New York State Veterinary College at Cornell University, we take the following statements. 'Although each type (melitensis, abortus, and suis) has one host which it prefers, each frequently infects other hosts. Man is highly susceptible to Brucella melitensis and Brucella suis, less so to Brucella abortus.'

"We have taken the position that while unpasteurized milk from cows suffering from brucellosis may infect man, the chances are very slight. If this were not true, there would be far more undulant fever in the nation than we have today. It is known that man is more susceptible to the suis type than the bovine, but butchers suffer more from undulant fever than any other group of persons—more evidence that it is the suis type that is more infectious to human beings than the bovine."

Even as short a time as four years ago, Dr. I. Forest Huddleston, of Michigan State College, who has been doing extensive research work with Bang's disease for the past 25 or 30 years, in an article in the Bacteriological Review of June, 1942, made this comment:

"Since the development of accurate diagnosis procedures, from 200 to 500 cases of brucellosis have been diagnosed in the inhabitants of Malta each year, the yearly population averaging 220,000 over the past 50 years. Since it is known that the disease on the island is acquired from drinking raw goat's milk or eating

AMERICAN CATTLE PRODUCER



Industries Thrive where *Railroads* Pave the Way

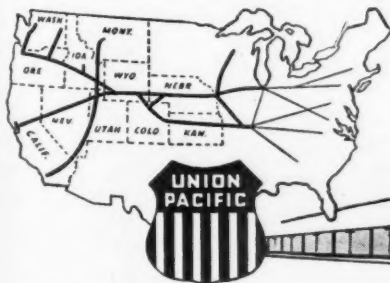


WITH the coming of the railroads, the western frontiers were conquered. They brought men, implements for building homes and towns, transportation for marketing products. Then factories were built. And industries thrived where railroads paved the way.

In the 13 great states served by Union Pacific,

there still is land to be tilled, minerals to be unearthed, livestock to be raised, room for new homes and industrial expansion.

Union Pacific will continue to serve the territory it pioneered, by providing efficient, dependable, safe transportation for shippers over the time-saving Strategic Middle Route.



**be Specific -
say "Union Pacific"**

★ Union Pacific will gladly furnish confidential information regarding available industrial sites having trackage facilities in the territory it serves. Address Industrial Dept., Union Pacific Railroad, Omaha 2, Nebraska.

UNION PACIFIC RAILROAD
The Strategic Middle Route

products from such milk, that approximately 15 per cent of the goats are infected with *B. melitensis* and that, up to 1938, 90 per cent of the people consumed the milk in the raw state, it must be admitted that the number who are exposed each year, and year after year without showing clinical manifestations, is far greater than the number who do.

"This extreme difference in the number exposed and in the number known to be clinically infected, instead of being considered in its proper light, has been used by prominent individuals, not only in Malta but in other countries as well, as an argument against infective milk being one of the chief means of conveying Brucellosis to human beings."

In view of information available since Dr. Huddleson published the above comments, it is quite evident that those individuals who several years ago were of the opinion that undulant fever was not spread to any extent by consuming raw milk were using good judgment and that their conclusions were sound.

The following quotations taken from a report made by Dr. L. M. Hutchings, of Purdue University, under the title of "Brucellosis in Swine," will prove quite conclusively that swine are the principal cause of most cases of undulant fever in the human. (This report has been published as Journal Series Paper No. 141 of the Purdue University Agricultural Experiment Station). Dr. Hutchings reports as follows:

"Relating to the public health importance of this disease in swine, Dr. Carl F. Jordan, M.D. (2), referring to cases of undulant fever reports, 'among 205 Brucella strains isolated in Iowa during the 15-year period 1927-41: 147 (71.7%) were porcine (*Brucella Sui*).' He further states, 'In the aggregate, cases of the disease resulting from contact probably exceed in number those traceable to contaminated dairy products. Undulant fever of milk-borne character is apt to be of sporadic occurrence whenever the bovine type of *Brucella* (*Br. Abortus*) is the causative agent.'

"Unlike the bovine strain of *Brucella*, when the porcine species (*Br. suis*) gains access to the udder of one or more dairy cows to contaminate a raw milk supply, an epidemic of undulant fever may be fully expected. This is apparently due to the fact that *Brucella suis* is more virulent and more invasive than *Br. abortus*."

"Two outbreaks of milk-borne epidemics of brucellosis caused by the porcine type of *Brucella* have occurred in Iowa in past years. . . . All blood cultures from patients yielded *Brucella* of porcine type. *Br. suis* was isolated from the cream of several dairy cows which reacted to the test for Bang's disease. Of 24 sows that had been allowed to occupy the same lot with dairy cows, 10 showed positive and three suspicious reactions in the agglutination test."

"An example of the importance of brucellosis in swine to human health which occurred recently in Indiana seems worthy of note. Thirteen out of 150 to

160 butchers employed by one small, but thoroughly modern, packing plant were ill with undulant fever at one time. These butchers were handling nothing but hogs. Obviously, this situation created a number of problems some of which cannot be solved with our present knowledge. For example, the other butchers asked the management for assurance that they too would not become ill with undulant fever. The medical profession does not know how to immunize people successfully against undulant fever.

"The veterinary profession does not have sufficient knowledge or machinery to eliminate *Brucella*-infected hogs from those which the butchers are required to handle. It would be impractical and unsatisfactory to attempt to prevent infection in some butchers by requiring them to wear rubber gloves and practice other appropriate precautionary measures. Many farmers and butchers are in contact with *Brucella*-infected swine. Dr. Thurman Rice, health commissioner of the Indiana State Board of Health, states, 'Any physician who has practiced long among farmers realizes that entirely too many of them are prematurely crippled with arthritis said to be due to rheumatism and other obscure causes. There is no doubt whatever that many of these cases are in this condition because of undulant fever.'"

After studying the above comments thoroughly it would hardly seem that any further comments would be necessary with reference to the dangers from infected swine and the part they play in introducing undulant fever to the human.

Considerable study has been made of undulant fever in the human in the state of Iowa for the past 18 or 20 years. Reports of these studies have been given considerable prominence throughout the country and have been referred to repeatedly by research workers and others interested in this subject. The following short summary taken from the May, 1946, issue of *Veterinary Medicine* (one of the most important veterinary magazines published in the world) will be of

(Continued on page 24)

This picture undoubtedly is familiar to readers of last month's *PRODUCER*, which, however, failed to identify the pictured N. M. delegates to the recent Salt Lake public lands meeting. They are, l. to r.: George Godfrey, president, N. M. Cattle Growers Assn.; Horace Hening, secretary of that association, and Floyd Lee, president, N. M. Wool Growers.



Association Sidelights

President William B. Wright's policy of placing new members on the executive committee of the American National is bearing fruit. By way of example, the Denver office has received a number of new members through the efforts of three executive committeemen in Kansas, Fred Heine of Lucas; F. H. Arnold of Ashland, and R. F. Brock of Goodland.

The appearance of Agriculture Secretary Clinton P. Anderson as principal speaker marked the Sept. 30 executive meeting of the New Mexico Cattle Growers Association at Albuquerque.

Lloyd Case, Ft. Collins, Colo., is the new secretary of the Colorado Wool Growers Association, succeeding A. C. Allen, who resigned recently. Offices of the Wool Growers have been moved to Denver from Ft. Collins, where Mr. Case also holds the office of secretary of the Colorado Grain, Milling and Feed Dealers Association.

The Northwest Oklahoma Cattlemen's Association, a new organization already representing 600 cattlemen, expects to have 1,000 members by Oct. 3, date of the first annual meeting of the group. At the organization meeting in June, J. O. Selman was elected president; Charles Gardner, Woods county agent, vice-president, and W. E. Bland, secretary-treasurer.

In a meeting at San Francisco, the board of directors of the California Cattlemen's Association set the group's 1946 convention for Dec. 13-14 at Sacramento. Additionally, the directors approved and authorized immediate installation of a membership group plan for employees' compensation insurance. The subject, re-

SERVING MANY MASTERS

Meat packers are required to serve not one, not two, but **four** masters:

(1) They must be the marketing agents for livestock producers, (2) They must be buying agents and manufacturers for consumers, (3) They must provide satisfactory jobs, steady employment and "Social Security" for their workers, and finally (4) They must conduct their business so as to earn a fair return on the money invested in it.

In serving these four masters, there are these three requisites:

(1) Livestock must be obtained in adequate amount and at prices which bear a definite relationship to the prices of the finished products, (2) An operating personnel, competent to do a good job in a highly competitive field, must be built up and maintained, (3) Sales outlets and an efficient sales organization must be developed.

Occasionally, consumers interested chiefly in quality and low prices overlook the problems in-

herent in buying at prices which will encourage livestock production, and in maintaining an efficient organization.

Also occasionally, producers interested chiefly in profitable prices and ease in marketing overlook the problems inherent in maintaining efficient operating and sales organizations and in meeting the price and quality demands of a very exacting consuming public.

No packer, however, can remain in business unless he meets all three requisites. Armour and Company has succeeded in meeting these requirements for three-fourths of a century and that is why Armour and Company has constantly progressed and has constantly increased its capacity to serve producers and consumers.


President

ARMOUR and Company

ports the CCA's "Hot Irons," has been the subject of considerable study and carefully planned development for over a year. . . . The Western Cattlemen's Supply Company, for many years owned and operated by the CCA, is to be dissolved; the directors have authorized negotiations with the California Wool Growers Association for joint sponsorship of a supply company or department "for the benefit of members of both organizations."

J. Elmer Brock, Kaycee, Wyo., past president of Wyoming Stock Growers Association and American National Live Stock Association, set a good example when he took two high school boys with him as his guests to the recent Laramie convention of the Wyoming association. The boys enjoyed themselves, learned a lot, met Secretary of the Interior Julius A. Krug and thanked Mr. Brock in letters reproduced in the Wyoming association's bulletin, "Cow Country." The boys — Donald Meike, Sussex, and Allen Iseminger, Buffalo—hoped that more boys would be able to attend.

The Krick Weather Service's six-month's forecasts are to become available to subscribing California Cattlemen's Association members starting Oct. 1. Forecasts are made for 17 key points for rain, heat and precipitation. On these forecasts the subscriber makes adjustments for his locality based on his knowledge of comparative key point and local weather.

Wives of members of the Mohave County (Arizona) Cattlemen's Association are thinking of starting a ladies' branch of the organization, we learn from Arizona's association News Letter.

Favoring the idea, Mrs. Keith in her News Letter says, "We feel sure that no organization in the state, either for men or women, has done more to cement friendships among the cattle families." Several ladies' auxiliaries, usually called "Cowbelles," are already in existence—in Wyoming, in Idaho and in Arizona.

From George A. Godfrey of Animas, N. M., president of the New Mexico Cattle Growers, comes word that the state extension service of New Mexico has received from the War Department's chemical warfare division seven high-powered sprayers which had been declared surplus. These pressure spraying machines will be mounted on mobile units and used by various county agents throughout the state to demonstrate proper use in control of cattle grubs, ticks and other insect pests.

Big plans are afoot for the juniors' meeting which will take place in January at Phoenix simultaneously with the senior American National Live Stock Association convention. The Arizona youngsters, as hosts, are working on an over-all program, with other groups

joining their efforts in the way of movies and expositions of ranching and related operations in their own states. A round-table discussion and reports from all the states represented will be on the agenda.

A former president of the Nebraska Stock Growers Association, Irwin Adamson of Cody, has been re-appointed by Governor Dwight Griswold to a four-year term on the Nebraska brand committee.

Announcement is made that Neal M. Andrews of Gunnison, Colo., president of the Colorado Stock Growers and Feeders Association, has sold his ranching and livestock interests and moved to Arcadia, Calif. As provided for in the organization's constitution, Vice-President Headlee of Canon City steps up to the presidency.

OTHER ORGANIZATIONS

A new feature of the six-year-old Trail Riders Association in Illinois was a separate stock horse show held Sept. 2. This, and previous shows are but one segment of the group's activities, another important one being a five-year development of trails by a series of improvements and extensions, to furnish many miles of riding safety at all times for beginners and young children. The association was formed in August of 1940 by a group of horse lovers interested in stimulating horsemanship and horseback riding.

The National Association of Retail Meat Dealers in the present chaos in the meat situation urges its butcher members not to resort to any organized effort of mass closing of stores. The result, it says, would be unfavorable action to the detriment of the retail food dealer, what with the public being besieged with shortages and strikes on all sides. "They are automatically building up a resentment against everybody and everything connected with a strike. We do not want them to regard us as strikers."

SKY HERD

The plane that carries Secret Service men and reporters who accompany President Truman on his flying trips about the country is called the Sacred Calf because it always tags the Sacred Cow. The Calf is a faster plane than the Cow; it takes off after the presidential ship and lands ahead of it. Special radio-phone communication between the two permits the pilot of the Calf to advise the President's pilot of any sudden weather shifts enroute.

Incidentally, the crew of the presidential plane constitutes one of the most exclusive groups in the world—the seven members are the only ones who can wear the identifying "Sacred Cow" insigne.

THE Secretary Reports By F. E. M.

It would appear that the United States now could properly be called "topsy-turvy land." The Price Decontrol Board ruled that meat ceilings were enforceable. Secretary Anderson on Sept. 1 listed wheat as a scarce commodity, although millions of bushels were then piled on the ground because elevators and farm granaries were full.

* * *

Paul Porter, OPA chief, is doing a good job of enforcing the meat ceilings in the newspapers. Maybe the black market racketeers cannot or do not read the papers, or else they do not scare easily. Anyway, they are getting the meat.

* * *

When will meat be decontrolled? When facts are considered and when realities are faced, instead of considering only expediency.

* * *

So they want to ration meat again! What meat? The record of price control on meats from the beginning has been one of pyramiding a new unworkable regulation on top of those already proved to be failures. Don't bureaucrats ever learn? Not if it would cost them their jobs.

* * *

Did you hear about the further reduction of \$2,000,000,000 in the public debt on Oct. 1? Also about the new push to sell bonds? Same old stuff—nobody is fooled. Pay off debt by creating more; balance the budget by book-keeping and not in fact.

* * *

Movement of feeder cattle to eight principal Corn Belt states is substantially above that of a year ago. Plenty of cattle in the country . . . plenty of corn and hay to feed them . . . only bureaucratic bungling will prevent a good crop of beef this winter.

* * *

OPA warns black market racketeers what it will do to them if any one of its 2,500 enforcement officers (now wielding blackjacks and carrying revolvers) catches up with them. They had 25,000 enforcement officers in prohibition days, and they couldn't get the job done. Neither can OPA.

* * *



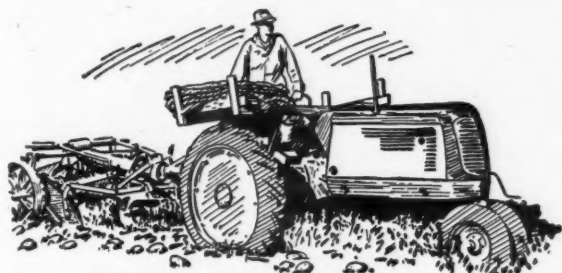
The very pressure groups which persuaded the administration and Congress that control of meat must continue are the first to complain

(PLEASE TURN TO PAGE 24)

AMERICAN CATTLE PRODUCER

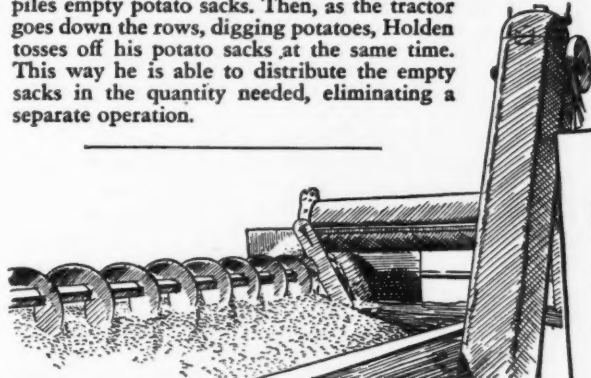
IDEAS FROM A NEIGHBOR'S FARM

Safeway's Farm Reporter keeps tab on how farmers make work easier, cut operating costs, improve crop quality. Safeway reports (not necessarily endorses) his findings because we Safeway people know that exchanging good ideas helps everybody, including us. After all, a third of our customers are farm folks.



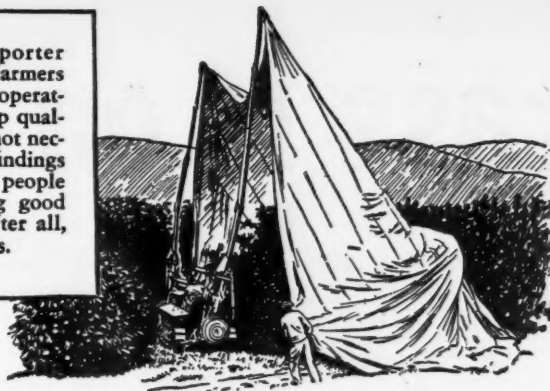
DOES EXTRA JOB WITH PLATFORM ON TRACTOR

Here's a simple, practical idea I saw being used by C. R. Holden of Idaho Falls, Idaho. It helps him do a more efficient one-man job of digging and sacking potatoes. As you can see here, Holden has built a wooden platform on top of his tractor, and on this platform he piles empty potato sacks. Then, as the tractor goes down the rows, digging potatoes, Holden tosses off his potato sacks at the same time. This way he is able to distribute the empty sacks in the quantity needed, eliminating a separate operation.



"SCREWY" IDEA CUTS OVERFLOW WASTE OF RICE

When harvested by bulk combine, thrashed rice or grain tends to pile up in a corner of the tank, causing a wasteful overflow. So it's common practice with combine operators to have a helper riding up on the edge of the tank, his job being to keep the inflowing rice or grain distributed evenly. But R. B. Oliver, rice grower of Stuttgart, Arkansas, has licked this problem another way. What he's done, as you can see here, is to place a screw leveller across the top of the bulk tank into which the thrashed grain pours. This leveller is power operated from the combine. It prevents piling up and overflow of the rice as efficiently as a man can.

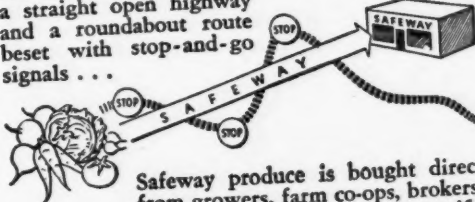


TENT PULLER SPEEDS FUMIGATION OF CITRUS TREES

Developed to help citrus growers who battle pests with cyanide gas, this "strong arm" device may have possibilities for use on other farm jobs — such as covering hay stacks, grain piles, or hot beds when weather changes threaten. Foothill Ranch, lemon growers at Corona, California, reports machine shown here pulls 100 tents per hour from one tree to the next — about double the number a hand crew can handle. Parallel pole apparatus shown is mounted on tractor, operated by power take-off from tractor engine. Poles swing down, straddling tree, so tent can be attached to pole ends. Operator then swings tent up and over tree. When tent has settled over tree, covering it completely, gas charge is injected under tent. A fumigation period of about 55 minutes is allowed per tree. Tent-puller I saw was built by Tustin Manufacturing Company of Tustin, California.

WHY PRODUCE AT SAFEWAY IS FRESHER, MORE FLAVORFUL

It's the difference between a straight open highway and a roundabout route beset with stop-and-go signals . . .



Safeway produce is bought direct from growers, farm co-ops, brokers. It is bought to supply Safeway stores in specific areas. Immediately after purchase — usually right out of the field or orchard — it takes a straight open highway to market. No sidetrack delays while destination is determined. No time out for second or third "deals." Because it gets there quicker Safeway produce is naturally fresher in the store. So consumers gladly buy more, which helps give growers a better return.

- Safeway buys direct, sells direct, to cut "in-between" costs
- Safeway buys regularly, offering producers a steady market; when purchasing from farmers Safeway accepts no brokerage
- Safeway pays going prices or better, never offers a price lower than producer quotes
- Safeway stands ready to help move surpluses
- Safeway sells at lower prices, made possible by direct, less costly distribution . . . so consumers can afford to increase their consumption

SAFEWAY — the neighborhood grocery stores

Grass is on the Move

Out of the sandhills of Nebraska, up from the Chama country of New Mexico . . . all the way from the state of Washington to Texas, there's a flood of livestock on the move. Feeder cattle and lambs raised in the great grass-growing regions of the United States are flowing into the feed lots of the nation. This movement reaches its peak each October, and its significance is of great economic importance to all of us in the livestock-meat industry.

These millions of head of feeder cattle and lambs are nothing more than *grass turned into meat*. True, these feeders will require a certain amount of grain to finish them as satisfactory meat animals. That's why they go into the feed lots. But were it not for these grazing animals, 779,000,000 acres of the land area of the United States would produce little, if any, human food. In other words, 41% of the total land of our nation consists of grass land which cannot be used for producing other feeds and foods. Also taking into consideration the plowable land used to produce pasture, hay and other forage crops, approximately half of our land would produce no food of human value, were it not for livestock.

Of the total feeds consumed by beef cattle, 78.7% is grass, hay and dry roughages. With lambs, it is 95.6%. These are official figures of the United States Department of Agriculture. Thus, the grain that goes into feeder cattle and lamb rations is but a relatively small part of the feed that makes our meat. A minimum of corn is needed to bring feeder steers from 700 to 1,000 pounds when the principal part of the ration is made up of fodder, corn silage, other available roughages and some concentrates.

In addition to utilizing grass which otherwise would be *wasted*, the production of livestock furnishes the nation



with its finest nutritional food—meat. In the great movement of meat from the Western range to the kitchen range, the stop-over in the feed lots increases the amount of meat. It also levels out the fall flood of livestock into a more even year-round marketing. Thus seasonal price fluctuations are not so marked. In the production of livestock, the majority of America's 6,000,000 farmers and ranchers find the chief means of marketing their grass and other home-grown feeds.



W. H. Peters

SELECTING JUNIOR CLUB STEERS

by W. H. Peters
University of Minnesota

Every boy and girl who enters a junior feeding contest would like to secure a feeder steer good enough to become a champion. In selecting calves with this high aim in mind, the "satisfactory prospect" must be a purebred or high-grade of one of the recognized beef breeds, Short-horn, Hereford, or Angus.

The calf or yearling steer in thin condition must appear short in legs in proportion to his depth of body, or to put it the other way around, he must appear deep in body in proportion to his length of legs. He must then appear to be wide in his body and thickly covered with muscle, especially over the loin and down through the thighs.

The feeder calf should have a short neck and a short, broad head. He should appear moderately fine or small in the legs and head as an indication that he will fatten smoothly and show quality when fat. Large, coarse-appearing calves and small over-refined ones seldom develop into winners. Calves that appear nervous and easily excited or frightened should be avoided as they are likely to not do well and to be hard to train to lead.



Soda Bill Sez:

... a farmer doesn't go to work—he wakes up surrounded by it.
... if you are looking for a helping hand, try the one at the end of your arm.

Martha Logan's Recipe for

DEEP DISH MEAT PIE

Yield: 6 Servings

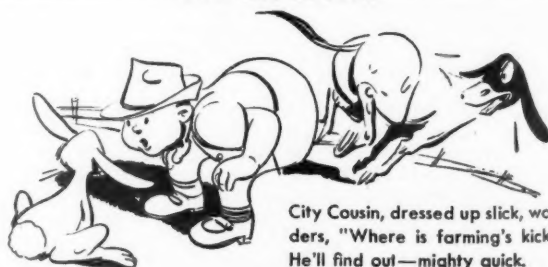
2 cups diced cooked meat (beef and pork)	2 medium sized onions
Salt, Pepper	1 cup cooked diced potatoes
2 tablespoons flour	1 cup cooked peas
2 tablespoons lard	1 cup cooked diced carrots

BISCUIT TOPPING

1/4 cup lard	1/2 teaspoon salt
2 cups sifted flour	1 cup milk (about)
3 teaspoons baking powder	

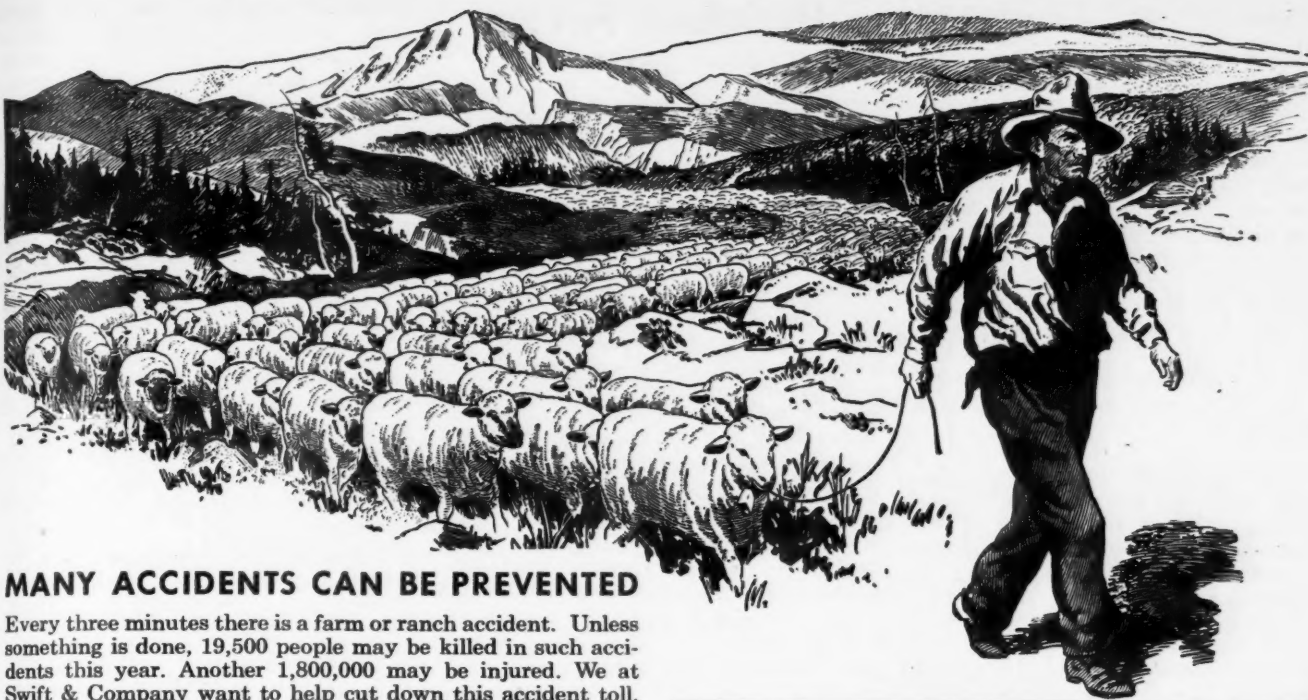
Season meat. Dredge in flour. Add minced onion and brown in hot lard. Add vegetables and hot water to cover. Pour into a deep, wide casserole or baking dish. Heat. Make drop biscuits by cutting fat into flour sifted with baking powder and salt. Add enough milk to make a very soft dough. Drop by tablespoons on top of the meat mixture. Bake in a hot oven (425°F.) about 20 minutes or until the biscuits are well browned.

OUR CITY COUSIN



City Cousin, dressed up slick, wonders, "Where is farming's kick?" He'll find out—mighty quick.

Meat Buying Customs is the title of a new animated sound cartoon movie, filmed in color. It's a fast-moving chapter of our fast-moving industry. We'll gladly send it to you for group meetings. All you pay is express one way. It's in great demand, so please allow several weeks for delivery. It's a 16-mm. sound film and *cannot* be used on a silent projector. Other films available on the same basis are: "By-Products," "Livestock and Meat," "A Nation's Meat," "Cows and Chickens . . . U. S. A." Write to Department 10A, Swift & Company, Chicago 9, Ill.



MANY ACCIDENTS CAN BE PREVENTED

Every three minutes there is a farm or ranch accident. Unless something is done, 19,500 people may be killed in such accidents this year. Another 1,800,000 may be injured. We at Swift & Company want to help cut down this accident toll. That's why we print the pictures and the questions which follow. *Little* chances not taken, *little* repairs made, can prevent *big* accidents. Do you take the chances shown below? Check yourself.



Do you have a strongly built bull pen? Do you lead the bull around on a rope because you do not have a bullstiff? Do you approach horses from behind without speaking and patting their rumps to warn them? Then watch yourself . . . *one out of four fatal farm accidents occurs in handling livestock.*

☐ I never handle animals carelessly

☐ I approach animals without warning

Do you leave safety shields off power shafts, gears and chains? Wear loose-fitting clothing that may catch in machinery? Operate the tractor on dangerous inclines or banks? *Mishandled machinery and equipment are involved in nearly one out of three fatal farm accidents.*



☐ I am never careless around machinery

☐ I sometimes take chances with machinery

Marketing Dairy and Poultry Products

The same nationwide facilities which are used to distribute meat are ideal for the distribution of dairy and poultry products. All these products are perishable and require refrigeration. Many consumers buy their butter, cheese, eggs, poultry and meats from the same store. So, as you can see, it is more economical to have one Swift & Company salesman who sells 16 or more products than 16 salesmen each selling one product. Further, costs are reduced by having the same trucks deliver these products at the same time to the same dealer.

By preparing, handling and selling dairy and poultry products, as well as meat, distribution costs are reduced on all these foods. Our objective is to provide wider outlets for the products of America's farms and ranches. We have a booklet entitled "Dairy and Poultry Products" which we will gladly send you. Just write to Swift & Company, Department A-3, Chicago 9, Illinois.

TEAMWORK

While we were preparing the "Grass is on the Move" article for this page, a cattleman friend from one of the western range states called to see me. I told him about the article. "It points out," I said, "that lots of food for humans is produced from areas that otherwise would be waste land if it were not for meat animals."



He said, "That's good! There are always misguided people who complain that it's a waste to feed corn and other grains to livestock. They say *people* ought to eat the grain, instead of turning it into meat. They forget that most of that meat is made of grass, hay and other roughage that people *can't* eat."

"Another thing too many people forget," he went on, "is the important job you meat packers do in getting meat to the people who want it. I understand that meat travels an average of more than 1,000 miles from producers to consumers. That must be so because we fellows west of the Mississippi raise two-thirds of the livestock. But two-thirds of the meat is eaten *east* of the Mississippi, where most of the people live. In a way, we who raise and finish the animals are like manufacturers. And you are our sales and distributing departments. Believe me, we *need* an organization that covers the nation to get our product into every market in this big country. It seems to me that you and we are in this business *together*, and neither could get along without the other."

It seems to me that he's right! *F.M. Simpson.*

Agricultural Research Department

Swift & Company UNION STOCK YARDS
CHICAGO 9, ILLINOIS

• • • NUTRITION IS OUR BUSINESS — AND YOURS • • •

Right Eating Adds Life to Your Years — and Years to Your Life

at the inevitable result of their own mistake.

* * *

Congress is taking the longest lay-off since the war began. Many investigating committees are carrying on despite the adjournment. Now who can be found to investigate the investigators? There are some signs that that would not be amiss.

* * *

Only bright spot in the new meat re-control is where Secretary of Agriculture Anderson put a fair ceiling on grades AA and A meat, so that feeders would have at least some incentive to go on. This helps, but the only cure is complete decontrol.

* * *

Kickbacks of recontrol are even surprising some of the "I-told-you-so's." Butcher unions are saying that it has almost wrecked the nation's meat industry; miners in Virginia are having to quit because of it; the army may have to turn to fish and poultry.

* * *

We must marvel at the valiant spirit of the OPA in trying to recontrol meat when we consider the shaky foundation upon which it now rests. It got the job suddenly after a cursory few days' going over by the Decontrol Board; it is plagued by the failures of the past; it doesn't know from one month to the next whether its control services will be wanted; it is at the mercy of Secretary Anderson's list of "scarce" items and his authority to decontrol for other reasons than scarcity; it is under the thumb of the Decontrol Board; and it has to play ball with the administration. Unsuccessful as to meats before June, under these conditions its cause is hopeless.

THE PIPER'S BILL

No government has limitless resources. A time comes and usually comes sooner than the advocates of a spending policy anticipate, when a policy of wasteful spending must be ended or else the government will become bankrupt. Within the lifetime of many men now living, the spending policy of France continued until the value of the French franc dropped from 20 cents to about two cents. As a result of the decline in the value of the franc, all securities payable in francs lost approximately 90 per cent of their pre-World War I value. This affected not only the owners of government bonds and paper money, but the owners of all corporate bonds and life insurance policies. The depreciation of the value of money is one method that a nation can use to repudiate a large part of its debts. As a concomitant a large part of every private debt is likewise repudiated. Such things can happen in any country that fails to balance the national budget over a long period of years.—*H. C. Filley in University of Nebraska Agricultural Extension Service News.*

Undulant Fever

(Continued from Page 18)

considerable interest and is as follows:

"Human brucellosis has been observed in Iowa since 1927. Until December, 1943, *Brucella abortus* and *Br. suis* were identified as the etiologic factors. In the past two years 25 cases of brucellosis in persons due to *Br. melitensis* have been recognized. A complete history was obtained on 20 of the cases. None had had any contact with goats, only five had recent contact with sheep, all had contact with hogs and 12 with cattle, or had drunk unpasteurized milk. On the basis of this and other data, swine were incriminated as the major pool of *Br. melitensis* infection in Iowa.

"Approximately half of the human brucellosis in Iowa is among farm residents—80 per cent in males, 20 per cent in females—indicating contact with animals as the principal source of infection.

"Among urban residents 35 per cent of the cases is among packinghouse workers. The remaining 65 per cent is approximately equally divided between males and females, probably indicating unpasteurized milk as the major etiologic factor.

"Cases of brucellosis due to contact with animals and due to *Br. abortus* in unpasteurized milk are sporadic. When they are due to *Br. suis* in unpasteurized milk they are epidemic in character. The cases of *Br. melitensis* infection that have occurred to date in Iowa have been sporadic and widely scattered, indicating infection from contact with animals."

It has been known for some time that outbreaks of undulant fever in the human where several cases are often found in a community and which develop in a relatively short space of time are usually caused by swine infection. It has been suspected that the goat type was also partly responsible, and within the past few weeks further work done in the state of Iowa has confirmed this opinion. We refer you to the following comments made in June, 1946, Veterinary Medicine under the heading "*Brucella Melitensis* in Iowa Swine," which is as follows:

"It was stated last month (Vet. Med., May, 1946, p. 151) that *Brucella* organisms of the *melitensis* strain had been isolated from a number of persons in Iowa who were suffering from undulant fever and swine were suspected of being the source of infection.

"Since the foregoing was reported this suspicion has been confirmed by the finding of *Br. melitensis* in 12 sows belonging to a farmer who was affected with undulant fever. Four of these infected sows were reactors: eight were negative to the agglutination test. Dr. Sam H. McNutt isolated the organisms from the infected swine, Drs. J. A. Barger, C. C. Franks and E. H. Pick cooperated with the state health commissioner and the director of the State Hygienic Laboratory in the investigation."

With the above findings now available it is quite likely that many of these out-

breaks of undulant fever in the human that could not be properly understood will not be so confusing to those who are trying to solve the source of the trouble.

For further reference to the swine *Brucella* infection as a cause of undulant fever in the human, we refer the reader to the following quotation taken from the April, 1946, issue of North American Veterinarian, which is as follows:

"Dr. L. M. Hutchings of Purdue University reported at the Mississippi Valley Veterinary Medical Association meeting, in November, 1945, that the incidence of *Brucella suis* in the undulant fever cases diagnosed and in which the causative organism was established, was 70 per cent in Iowa and 72.6 per cent in Alabama. He also stated that the only epidemics of undulant fever that have been reported have been caused by swine and goat types."

During the past couple of years there have been at least two if not more instances where individuals have brought suit against the suppliers of raw cows' milk claiming that this milk resulted in their developing undulant fever, and in these cases the courts ruled that the plaintiff was entitled to recover damages and in at least one instance the supplier of this raw milk had judgment assessed against him in the amount of \$7,500. In view of reports made in the last several weeks in the principal veterinary literature in the United States it is very doubtful whether many cases of undulant fever in the human are ever caused from milk infection from cows. Such cases would be so few and far between that they do not constitute a public health menace.

It is generally recognized, however, that some cases of undulant fever are the result of cattle infection, but those cases are almost without exception caused by personal contact with the diseased animals, by which method the infection gains access to the human body, and are not caused by the consumption of milk from infected cows. We can only conclude in the light of present information that there is little if any danger that the human will contract or develop undulant fever from the consumption of milk from Bang's-infected cattle.

NO-BLOTE DRUG CONDEMNED

The district court of the United States for the district of Wyoming on Aug. 20 declared, in connection with a product called "White's No-Blote," that the labeling of the drug is misleading, in that the statements contained on the carton label are false. Those statements represent that the article is effective in the treatment and prevention of bloat in sheep and cattle and in treating the condition known as founder that may accompany bloat. "The article," according to the findings of the court, "is not effective for such purposes;" and the final decree ordered destruction of the 53 cartons involved in the action, which had been shipped into Wyoming.

AMERICAN CATTLE PRODUCER

THE LIVESTOCK INDUSTRY THRIVES WHERE CENTRAL MARKETS PAVE THE WAY

Livestock Producers largely settled the West. . . . Prior to the coming of the railroads, it was necessary to drive cattle long distances to market them. . . . A great system of independent marketing centers developed in the Midwest. . . . As railroads expanded, so did Livestock Markets.

THE DENVER UNION STOCK YARD COMPANY was incorporated in 1886. It did business for the producer prior to 1881—so for 65 years the DENVER MARKET has progressively paved the way for expanding the livestock industry in the West. The DENVER MARKET, always alert to progressive marketing and handling of livestock, leads the way to greater economy in livestock handling—to greater profits for the producer.

We at DENVER will continue to serve the industry that pioneered the West, by providing efficient, dependable and economical facilities for the marketing of livestock.

The
DENVER UNION STOCK YARD CO.

Livestock Headquarters for the West

Washington Notes

Nebraska's Senator Kenneth S. Wherry, who took an active hand in the recent fight for decontrol, made some remarks before his colleagues that bear repetition: "If the experience of the future proves to be anything like the experience of the past, we shall be giving power to a board which will be averse to free enterprise, a board which will not decontrol, a board which will not permit profit in industry. We shall destroy maximum production." And again, "... This is a conglomeration of compromises put together in a so-called Price Control Act which is not a price control act at all. . . . The proposed new act contains many loopholes. It is a surrender of power to the bureaucrats to a greater extent than ever before, even in time of war. Our entire trust must be placed in a board, which I think will be no more friendly than the OPA has been in the past."

Touching on the matter of subsidies, the articulate Nebraska leader said, "Do we go back to milk and meat subsidies? If so, at what rates? If we do not plan to do so, why do we provide a billion dollars? Last year we, here in Congress, practically set the subsidy rates, and thereby removed a major uncertainty. This new proposal does neither. It does not get rid of subsidies, although definite proof is before us that subsidies are false economy and do not encourage production. . . . In my opinion there can be only one set of results from our enacting a measure such as this into law. It will be the most serious demoralization and disruption of our agricultural economy that any of us have ever known. Trade will be stagnated for an extended period. . . . I am interested in meat, because I am interested in those who produce meat. I am also interested

in the consumer because if we can obtain maximum production we can lick inflation and we can get meat for the consumer cheaper than he will ever get it under OPA."

Agriculture Secretary Clinton P. Anderson late in August announced that enforcement of the Meat Inspection Act, the 28-Hour Law and related general administrative functions were being returned to the Bureau of Animal Industry on Oct. 1. These activities have been carried out since Dec. 5, 1942, by the Production and Marketing Administration, and their return to BAI jurisdiction was endorsed in the resolutions adopted by the American National at its 1946 meeting.

Purpose of the inspection service, which places properly qualified veterinarians and inspectors in packinghouses and processing plants, is to insure maintenance of sanitary conditions. The 28-Hour Law requires livestock shippers to unload livestock in shipment at least every 28 hours for feeding, watering and rest.

Look for announcement in late November or early December of the list of U. S. tariff items that will be considered in negotiations of trade agreements with 15 countries in 1947. Countries invited to attend and negotiate are Australia, Belgium, Brazil, Canada, China, Cuba, Czechoslovakia, France, Holland, India, Luxembourg, New Zealand, Russia, South Africa and United Kingdom. As in the past, interested parties in the United States will be given ample notice of the intention to negotiate and opportunity to be heard.

The Department of Agriculture recently announced completion of its horsemeat procurement program, during which 40,000,000 pounds of pickled and canned horsemeat was ordered for

UNRRA. From now on foreign purchases of horsemeat will be a matter of private deals.

The present tight meat situation and "probable livestock marketings in the near future" has caused the Agriculture Department to decide to make no allocations of meat, except to U. S. territories and U. S. government agencies, beyond amounts already procured.

The recently enacted Flannegan-Hope bill involves authorization of a \$9,500,000 total for agricultural research in the fiscal year 1947, and \$20,000,000 over a five-year period, although actual appropriation of funds is not expected for several months. Under the new bill, basic agricultural research is greatly expanded in (1) the development of new uses for such products produced in the various states and (2) allotting funds to stimulate marketing research, market planning, new market outlets, new processing techniques and widely enlarged uses of products. The newly adopted legislation is pointed toward federal and state cooperation as well as cooperative research among experiment stations.

Under Executive Order No. 9775, the President has established a Federal Committee on Highway Safety which will attempt to reduce the alarming number of traffic accidents. Serving on the committee will be representatives named for various governmental agencies such as Public Roads, Departments of Agriculture and Interior, Office of Education, FBI, War and Navy departments, Federal Works Agency, Interstate Commerce Commission and others.

Within the new overriding ceiling of \$20.25 on cattle, Chicago basis, are these stabilization ranges on various grades, also Chicago basis:

AAs	\$17.75 to \$19.25
As	16.25 to 17.75
Bs	11.50 to 13.00
Cs	9.50 to 11.00
Ds	6.75 to 8.25
Bolo. bulls	8.00 to 9.50

In addition, an overriding ceiling on bulls is provided for, determined by deducting \$6.75 from the overriding ceiling prevailing at any point. In Chicago it would be \$13.50. The old regulation called for no such ceiling on bulls but for separate compliance. Now separate compliance is eliminated.

The new ceiling tags for steaks, roasts and stews of AA quality carry the price advances given below (this is only a sample applying to independent stores, doing a yearly business of less than a quarter million and located in certain zones in the cities named):

	N. Yk. June 30 N.	S. Fran. J. 30 N.	Chgo. J. 30 N.
Porterhouse	56 65	56 65	54 63
Round (bone-in)	45 55	46 56	44 54
Rib (7")	39 48	39 48	37 46
Chuck (bone-in)	32 40	33 40	31 38
Heel of round (boneless)	34 42	34 43	32 40

AMERICAN CATTLE PRODUCER

Here, There and Back Again

I crave the taste of evening steaks, with their bloom of yellow corn; cakes piping hot, with maple drip, and some bacon in the morn. It seems that time might dull the mind, that the past might be forgot; that simple men like you and I should be thankful for our lot. No doubt we are to some degree, but old habits come to mind and we search the shops, and plead in vain, but no sirloin can we find. They give us reasons without end for their counters being bare. We're offered wienies, sometimes "Spam", but even these are rare.

The butcher blames the wholesale man for his being short of ham; he says that all they offer him is a chunk of ancient ram. But checking back along the line, from the rancher to the block, your brain begins to function and your pressure gets a shock. You find the blame in Washington among those brilliant men who lead the people here and there, then lead them back again. They have made our minds befuddled, we have lost what sense we had; they make us think a rule is good, when our reason says it's bad.

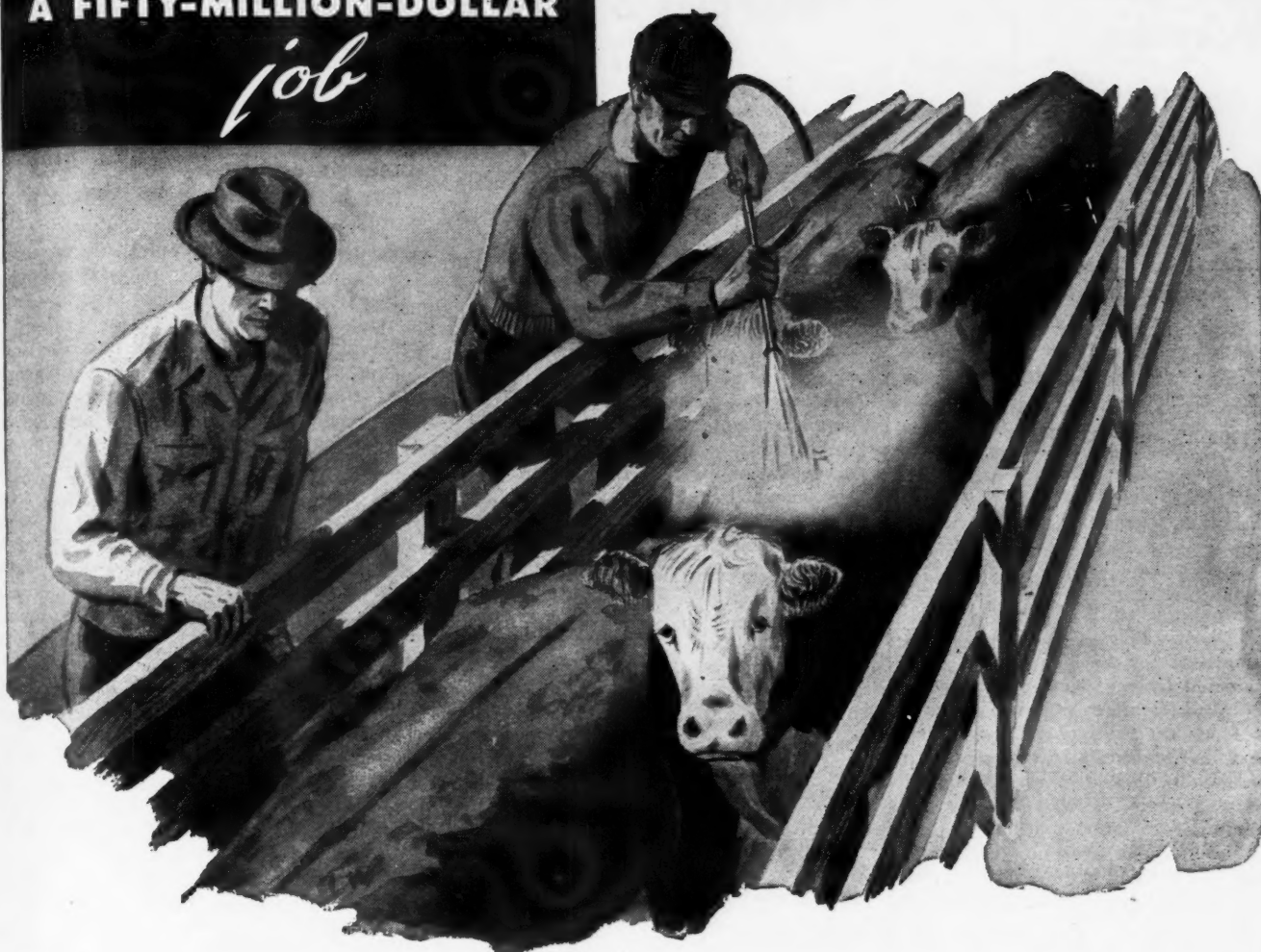
Way back before King David's time, and often through the years, they've tried this line of reasoning, but the end was always tears. Professors have their place in life, the same as bees and birds; they're good at leading youthful minds in action and in words. But when it comes to pork and beef, its feeding and its cost, they're like a child in darkened woods—they're likely to be lost.

Some day when Harry's mind's at ease he may see through the haze, and recommend to "right" and "left" that we follow simple ways. He'll close the door of OPA, turn the key within the lock; then business will resume again with a beef upon the block.

WALTER B. WEARE.

A FIFTY-MILLION-DOLLAR

job



CATTLE GRUBS dig into the profits of livestock producers to the tune of 50 to 100 million dollars each year. Those dollars are eaten away in three ways: (1) Cattle gains are reduced; (2) Meat is wasted through trimming of grubby carcasses; (3) Leather is badly damaged.

About one third of all cattle slaughtered are grubby. During the November to April period the percentage often runs much higher. Eliminating cattle grubs is one important way to step up feed lot and pasture gains, and at the same time increase meat and leather supplies.

Treated cattle feed more quietly—require less feed per pound of gain. In several recent tests, grubby cattle treated with the standard rotenone mixture gained from $\frac{1}{4}$ to $\frac{1}{3}$ pound more per day on full feed, or 7 to 10 pounds more per month, than the untreated animals in the same lot.

Progress is being made in eliminating heel flies and cattle grubs in individual herds, and through the organization of area control programs. The job has been started—it is getting results. Educational agencies and livestock organizations are working closely with farmers and ranchers in developing and putting into practice the most effective methods of control. This is one of the many challenging problems confronting the Livestock and Meat Industry which can be solved only through aggressive and coordinated action.



MEAT PACKERS AND PROVISIONERS
Chicago • Kansas City • New York
Los Angeles • Oklahoma City
Omaha • Albert Lea • Cedar Rapids

PULLING TOGETHER FOR GREATER SERVICE AND MUTUAL BENEFIT

Rancher Farmer County Agent Veterinarian Rural Youth Transportation Marketing Agent Processor Retailer



Neckyoke Jones Says:



Well, as the feller sez, here we be agin! OPA has rolled back the price of ham'n eggs to April 1943 an' the reteraw fellers has their dander up an' sez either prices must go up or no chuck. The butchers is takin' a vacashun, an' the packin' houses is shuttin' down. We got control but we are plumb outen everything exceptin' prices! An' all this has been figgered out by three fellers which knows so little that probably their wives wouldn't send 'em around the corner to buy meat fer their supper!

The papers is full of news. Our ol' fren' Chesty Bowles—who was OPA wagon boss for so long, hopin' he'd git elected by the peepul because he had swung a wide loop on prices—was froze up cold by them nutmeg sellers in Connecticut. Now it seems like Hennery Wallace, the cowman's fren', not havin' much to do in the Department of Commerce, has jumped the fence an' got over into the State Department's pasture. And so you cain't say that life ain't intrustin' for all an' sundry.

I seen in the papers that the big labor leaders is figgerin' out how every seniter and congrissman voted on labor matters in Congress. Any of 'em who diddnt vote to give labor everything they wanted is goin' to be cut out of the herd in November. In other words, a congrissman who figgered he was sent to Washinton to represent all the peepul will be a cut-back. Labor is the only thing that counts. A feller begins to wonder how long the livestock perdoocers is goin' to snooze, an' go along payin' no attenshun to what there representatives is doin' in Wasinton. It's ol' Smudge Peters, who hed a leaky roof on his ranch house. Ol' Smudge sed when it was rainin' he couldn't fix it an' when it wasn't rainin' it diddnt need fixin'! It would be intrustin' if stockmen's associashuns would check up on congrissmen an' see jest how they voted as far as stockgrowers' problems is concerned—an' if congrissmen figgered that the only fellers that voted for 'em was laborin' men! Some congrissmen from livestock perdoocin' states act like they diddnt know that there was a cow in the state! Mebbe they had ort to be told. At anny rate nobody kin say that things is dull!

—F. H. S.

Margins & Costs

(Continued from Page 11)

Forty-four per cent of the meat moved to retail stores direct from packing plants and 26 per cent moved through branch houses owned and operated by packers. Fourteen per cent of the purchases by retailers was obtained from independent wholesalers and jobbers. Sales made direct from packing plants to consumers, which involved primarily institutions and other large users of meat, were equal to about 7 per cent of the total. Only 2 per cent of the total meat produced was exported. Most of the meat handled by retail stores was sold to household consumers. Only a small amount was sold by retailers to institutions, industrial consumers and other large users. The proportion of the meat bought by institutions and other large users apparently has increased since 1939.

A considerable volume of products normally moves from one packing plant to another plant, and some move from one agency to another of the same type, but this movement is not shown. In 1939, the volume of meat transferred between packing plants was equal to nearly 11 per cent of the total meat and meat products produced in the wholesale packing establishments. Some of this apparently represented transfer of meat between plants owned by the same concern.

Marketing Margins and Costs

When farmers market livestock they may choose not only among types of markets but generally may also choose among markets of the same type. The marketing services available at different markets vary considerably.

The average margin or cost of marketing livestock sold in 1939 is estimated at 57 cents per cwt. alive, or \$1.02 per cwt. of the meat sold at retail. Of the cost on a retail-meat basis, 41 cents per cwt. was the expense for selling and handling livestock at markets, and 61 cents was for transportation costs. These expenses applied to the livestock sold to dealers, through co-operative associations, at concentration yards, through auctions, at public markets and direct to packers and others. For the livestock that moved through more than one market, the expenses involved at each of these markets were included. An estimated marketing expense was also added for the livestock that passed through more than one market of the same type. For sales made direct to packers, no allowance was made to compensate the farmer for the time he devoted to marketing. Losses resulting from shrinkage of tissue, and from bruising, death and crippling of animals in transit or during other stages of marketing were not included.

For all livestock sold in 1939, the average cost of marketing per cwt. alive, including transportation, was 53 cents

for cattle, 69 cents for calves, 52 cents for hogs, and 70 cents for sheep and lambs. Expressed in terms of 100 pounds of meat sold at retail, the cost of marketing averaged \$1.13 for cattle and calves, 72 cents for hogs and \$1.50 for sheep and lambs.

Margin and Costs For Meat Packing

Margin and costs for meat packing as used in this study apply to the meat packing industry and comprise all of its functions, as it is not possible from available data to confine them to slaughtering and meat processing. However, the margin and costs of wholesale distribution of meat and meat products by packing concerns is not included, as it is discussed in a separate section of this report.

In addition to slaughtering and meat processing, a large number of meat packing concerns handle dairy products, poultry products, fish and other seafood, and may use vegetable oils and other ingredients in their manufacture. Some operate poultry dressing plants, candle and grade eggs, can perishable products other than meat, manufacture butter, cheese, margarine and other shortening, and operate tanneries and fertilizer plants. Smaller concerns may sell both edible and inedible byproducts to other concerns that use them in manufacturing and processing. Meat packers may also sell meat to other packers, or to concerns that process meat but do no slaughtering.

Packing plants range in size from small establishments slaughtering livestock for local distribution up to large establishments slaughtering more than 1,000,000 hogs annually, in addition to considerable other livestock. The four largest meat packing concerns, sometimes referred to as national packers, each operate from 8 to about 50 plants. A few other packing companies have two or more plants each. In addition to the packing plants where slaughtering is done, some plants are engaged principally in the manufacturing of sausage and specialty meat.

The census of manufacturers reported 1,478 wholesale slaughtering and meat packing establishments in 1939. The number of plants that operated under federal inspection in June, 1939, was 284. Cattle were slaughtered in 246 of the federally inspected plants, calves in 239 plants, hogs in 211 plants and sheep and lambs in 187 plants. During the war, the number of plants under federal inspection increased greatly, primarily in order to be eligible to furnish meat and meat products to the armed forces and for lend-lease.

Of the 621 slaughtering concerns that filed reports in 1939 with the Department of Agriculture in connection with the administration of the Packers and Stockyards Act, 387 were general slaughterers, 48 concerns slaughtered pork only, 75 slaughtered beef only, 4

slaughtered lamb and mutton only and 107 combined the slaughter of beef and lamb and mutton. Of the total sales, 91 per cent represented products of general slaughterers, 4 per cent of pork slaughterers, and 5 per cent of slaughterers of beef, lamb and mutton or their combination.

Output by Kinds of Slaughterers

About 66 per cent of the total estimated output of meat in the United States was produced in wholesale slaughtering plants under federal inspection in 1939. An additional 14 per cent was produced in non-federally inspected wholesale slaughtering plants. Slaughter by retail dealers amounted to 8 per cent of the total and slaughter on farms 12 per cent.

Sheep and lambs are slaughtered in federally inspected plants to a relatively greater extent than other livestock, amounting to about 80 per cent of the total in 1939. Retail and farm slaughter of sheep and lambs is especially small. Veal is slaughtered in non-inspected wholesale slaughtering plants and in retail establishments in larger proportion than other livestock. Farm slaughter of hogs amounted to about 20 per cent of the total hog slaughter in

In addition to slaughtering livestock, wholesale meat packing establishments process considerable meat and other packinghouse products. This includes curing and smoking hams, shoulders and bacon, grinding meat, making hamburger and sausage, rendering lard and other animal fats, canning, dehydrating, freezing and pre-cooking meat. In 1939, wholesale meat packing establishments reported that of the total output of meat (excluding lard, other oil stocks, casings and tankage) 28 per cent was converted at their plants to cured and canned meat, a variety of sausages and other prepared meat. The other 72 per cent was fresh meat. This percentage, however, did not represent the proportions of the different kinds of meat sold to consumers, because packers sold some fresh meat to concerns that operated establishments for processing but did no slaughtering.

Importance of Meat Processing

The combined value of all meat marketed from the wholesale meat packing establishments and from the non-slaughtering processing establishments comprised in 1939 about 60 per cent fresh meat and 40 per cent processed meat and meat products (sausage, cured and canned and other processed meat). These are the proportions after adjusting for sale of fresh meat by meat-packing establishments to nonslaughtering processing establishments.

Normally, about 90 per cent of the beef is sold fresh and 10 per cent as sausage and as cured or otherwise processed meat. Of the pork, about 40 per cent is normally sold fresh, 50 per cent

is cured, and 10 per cent is made into sausage. Virtually all the veal and lamb and mutton is sold fresh.

The output of sausage increased from 8.8 per cent of the total dressed weight of meat produced in the wholesale meat packing establishments in 1929 to 11.2 per cent in 1939. The output of cured meat, on the other hand, decreased from 25 per cent of the total dressed weight of the animals slaughtered in 1921 to 19.3 per cent in 1939. Production of canned meat increased in importance during this period. Some meat was dehydrated during the war for shipment abroad.

The boning of meat at packing plants has been primarily in connection with its preparation for hamburger, sausage and canned meat. Much of the meat used for these purposes is obtained from carcasses of canner and cutter cows and sausage bulls. Boned roasts bought by housewives have been prepared mainly at the retail meat markets.

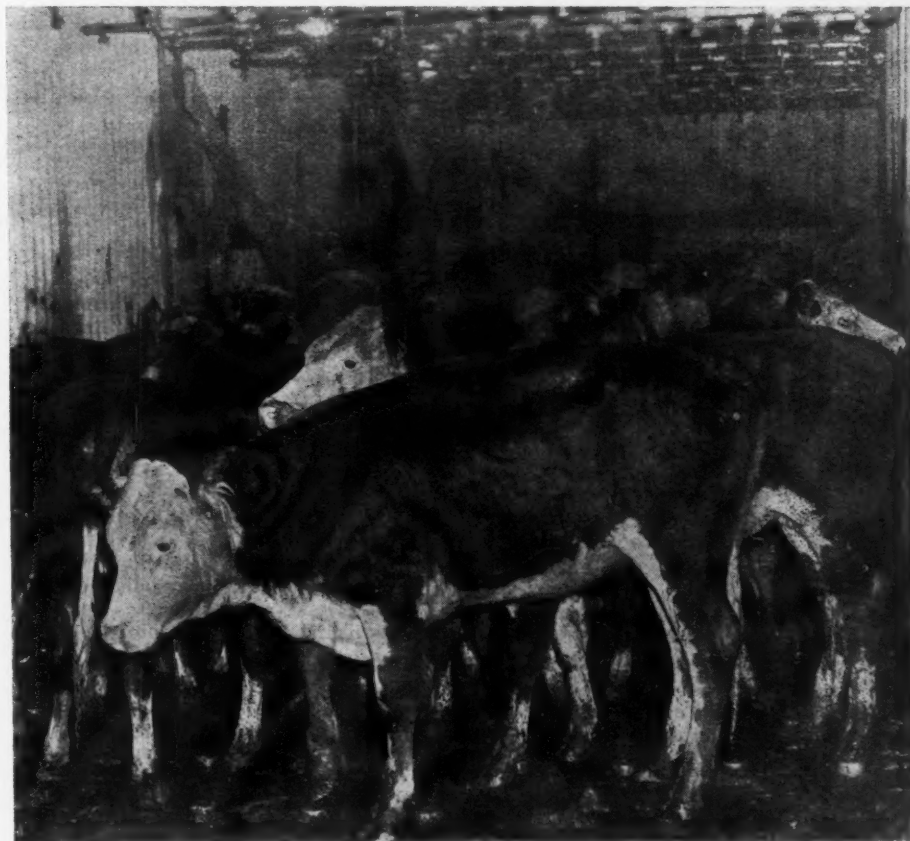
The pre-cutting of meat at the packing plant has made slow progress, but when done has involved some boning. The extent to which meat will be boned at the plant in the future will probably be influenced greatly by the extent to which the quick-frozen meat industry

develops. If the distribution of frozen meat becomes general, most of the boning, cutting into retail cuts, wrapping, packaging and freezing probably will be done at the packing plant.

Margin for Meat Packing

In 1939, the average gross margin for meat packing was 21.4 per cent of the wholesale value of the product at the plant. In other words, 78.6 per cent of the wholesale value of the product at the plant was paid for the livestock and other farm products purchased. According to reports by the Bureau of Census, the gross margin for meat-packing establishments increased slightly from one census period to another between 1929 and 1939, the increase being accounted for by increases in the expenses for salaries and wages.

Salaries and wages amounted to 11 per cent of the value of the products, which was equal to 51.4 per cent of the gross margin for meat packing plants, in 1939. Supplies, containers, etc., amounted to 3.6 per cent of the value of the products and miscellaneous processing costs amounted to 3 per cent. Taxes, depreciation and interest combined amounted to 2.6 per cent and profits 1.2 per cent.



This picture, taken at the Kansas City stockyards, shows newly completed spraying equipment such as has also come into use at Omaha and Oklahoma City. The Kansas City spraying chamber allows treatment of a carload of cattle at a time, with 300 topline nozzles and 300 underline nozzles used in the process. The animals are fly-free 30 seconds after undergoing the DDT treatment; thoroughly wet, the steers shown here have been liberated from the lice which went into the coop with them, and will remain protected against horn flies for at least three weeks. A charge for this service of 15 cents a head, or not more than \$6 a carload, is being charged farmers taking feeder and stock cattle back to the country.

How much of your milk checks are you losing because of Hidden Hunger?



Milk production - and profit - are lower when dairy cows don't get enough salt

A HIDDEN HUNGER for salt will make a difference in the size of your milk checks just as assuredly as hunger for any other feed.

Salt plays such an important part in milk and meat production because of its close relationship to protein, one of the basic substances of life. Protein is the chief ingredient of every cell. On a dry matter basis, meat and milk are roughly one third protein.

Obviously, the only course of protein for an animal is its feed. Only to the degree that it digests and assimilates this important ingredient is it able to produce milk in quantity and make profitable, economical gains in weight.

Salt has much to do with the efficient digestion of protein. It supplies the chlorine for hydrochloric acid without which proteins are not digested but wasted. Salt also supplies sodium needed in bile for the digestion of fats and carbohydrates, and for



What is Hidden Hunger

Hidden hunger is a maddening desire for certain essential elements not ordinarily supplied in feed. As a result, livestock eat excessively in relation to gains in weight and waste protein. Low milk production is a sure sign of it in dairy cows.

Hidden Hunger is often directly due to lack of salt.

stimulating the entire digestive system.

Animals differ in their salt requirements. Some need more than others. Free Choice feeding is the only way to be perfectly sure that your animals are getting all the salt they want and need.

So, to save protein, to cut your feeding costs, to maintain maximum milk production, establish salt stations around the farm and feed Morton's Free Choice Salt.

Actual Tests at PURDUE UNIVERSITY Prove the Value of Salt Free Choice

In a feeding test at Purdue, hogs which got no salt cost \$12.53 per hundred pounds of gain as against \$8.68 for hogs which got salt Free Choice.

Act on these facts! Feed salt Free Choice to your livestock . . . and always feed Morton's Free Choice Salt, the most famous of all.

Send for FREE Booklet

This 40-page book, shows why salt helps livestock make faster gains . . . shows how best to feed salt to beef cattle, dairy cows, hogs, sheep, horses . . . gives plans for salt feeders. Every livestock owner needs a copy. Write today. Mailed FREE. Morton Salt Co., 310 S. Michigan Ave., Chicago 4, Ill.



MORTON SALT COMPANY
CHICAGO 4, ILLINOIS



The rate of earnings of nonslaughtering packing concerns has averaged considerably higher than for the packing concerns that slaughtered. In 1939, the average net profit on sales for these concerns was 4.4 per cent, compared with 1.2 per cent for meat packing establishments. Based on net worth, the net profit of nonslaughtering packing concerns that year was 10.8 per cent, compared with 5.3 per cent for the slaughtering concerns.

The gross margin for meat packing may vary considerably among concerns, owing primarily to the extent they process meat. Processed meat is costly to prepare, chiefly because of the labor involved and the added cost of supplies and containers. Cooking, including boning and other preparation, costs from \$4 to \$5 per cwt., sausage manufacture from \$5 to \$7 and canning from \$5 to \$10, compared with the cost of \$1 to \$1.50 for killing and dressing beef.

(Editor's Note: The second part of this report which will tell about margin and costs for wholesaling and retailing and making suggestions in reducing costs and improving efficiency in the marketing of livestock and meat will appear in an early issue.)

HIDES By H. W. F.

There was some uncertainty in the hide market and many tanners were crying for supplies. They were putting pressure on producers to get hide offerings, and some agencies were striving to sell to their old customers although they admitted that they had call for hides from concerns which never before had patronized them. Many hide producers are refusing to sell in large quantities, but strove to spread their holdings among as many customers as possible.

It was estimated that under the current permit system hides and skins were on a basis representing 70 per cent of 1942, 90 per cent for calfskins, and 100 per cent kipskins, as compared with 50, 75 and 75 per cent under former allocations. There was some delay in delivery where packers sold some uncured hides. The prospects are not good for increased supplies, although it is the season when production should improve.

Native steer and cow hides were quoted, Chicago basis, at 15½ cents, branded 14½ cents and native bulls 12 cents. Packers' kipskins were worth 20 cents and calfskins 27 cents. These represented ceiling prices. Country hides were unchanged, unbranded making 15 cents and branded 14 cents.

Modern Nursery Rhyme

Everywhere that Judy went, the little calf went too, is a nursery rhyme brought up-to-date by Judy Enloe, 4-Her near Waukegan, Ill. Every time Judy goes to an exhibition, her club project rides like a bovine queen in the back seat of the automobile.

AMERICAN CATTLE PRODUCER

Dehorn Instead

The pol-deen-Ang There is horning, infection, feedlot and quire less in dehorn

October



Horns are given cattle for defense, but domesticated animals no longer need them and modern breeds are hornless. Aberdeen-Angus have been hornless for four centuries—and there are no throwbacks . . . Angus sires are the best known dehorners; and when mated with horned cows sire calves that are 95 per cent hornless. The second and third crosses eliminate horns altogether. (The transmission qualities apply also to the color which adds such uniformity of appearance to an Angus herd.)

Dehorn With Angus Instead of Irons!

The polled characteristic of the Aberdeen-Angus breed is an economic asset: There is no loss or setback from dehorning, less danger from screw worm infection, minimum loss from injury in feedlot and in transit, Angus cattle require less room and the labor involved in dehorning is eliminated.

★ ★ ★ ★ ★

Activities of Western Association

One of the many evidences of the growing importance of Angus cattle in the West is the increased activity of the Western Aberdeen-Angus Association.

So reports Norman H. Smith, secretary of that group.

Mr. Smith states that the active membership of the association has been increased to 74 and that the membership, through its officers and committees, is increasing its activity in contacting new breeders and owners of the Blacks.

Mr. Smith also points out that while the western association is not a branch of the national group, it works very closely and harmoniously with that body and membership in the western association is open to every breeder of Angus in the territory served.

He states that the aims and objectives of the western association, while rather few in number, are pointed toward the promotion of acquaintanceship among breeders. The association provides meetings and meeting places where matters of common interest can be discussed and ideas exchanged. An office has been opened at 312 Patterson Building in Denver to provide a clearing house for inquiries from prospective purchasers of breeding stock and to distribute such in-

WESTERN ABERDEEN-ANGUS SECTION

TIME TO TRADE?

Livestock markets have seldom offered an equal opportunity to replace off-color or poor quality cows with top-quality heifers.

**WHY NOT FOLLOW THE STARS TO A BETTER BEEF HERD
AND BUY BLACKS NOW.**

Remember . . .

- ★ Black calves are dehorned.
- ★ Black calves are smaller at birth. Their mothers are good milkers and they mature into feeder preferred sales.
- ★ Black calves and their mothers resist disease, and cancer eye is unknown.
- ★ Black calves make a crop completely uniform in appearance. There are no line backs.
- ★ Black heifers live longer and produce more calves.

THE BLACKS ARE HERE TO STAY

AMERICAN ABERDEEN-ANGUS BREEDERS ASSOCIATION

CHICAGO, ILLINOIS

"Raised in the Shadow of the Rockies"

Rugged **ANGUS BU LLS**

with great growth and substance

**I am offering a few yearling Angus bulls
it will pay you to see**

- ★ Low Set
- ★ Excellent Heads
- ★ Good Bone
- ★ A Wealth of Natural Flesh
- ★ Sensibly Priced

See These Bulls and the Herd From Which They Come

E. W. SERRELL Larkspur, Colo.

quiries among its membership. The association, through its officers and employees, constantly promotes the use of the breed on farm and range, in feedlots, in feeding competitions, etc., and sponsors sales at auction, as well as those at private treaty among its membership.



More Calves Per Cow Lifetime!

The belief that Aberdeen-Angus cattle produce longer than any other breed was given additional backing in the course of a contest held last year to determine the oldest cow. Besides causing widespread interest in the value of older matrons, this yielded some especially interesting evidence:

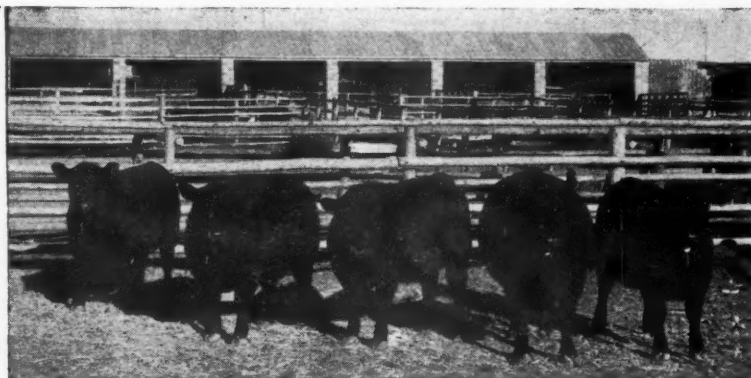
One man, in submitting his entry, wrote that an examination of his herd records had shown 22 good producing cows over 10 years old. Another stated that a cow purchased by him in 1936 when she was nine years old had since

then pro
and thre
calved in
duced 19
Sept. 3,
calves—
calf in
amazing
one exa
time use
breed.

**ABE
A SU**

The A
fection
perfecti
ity, and
requirem
It is

**At the
DENVER SALE
OCT. 19
Three Junior
Yearling Heifers
Two Senior
Heifer Calves**



**Attend the
ANGUS
FIELD DAY
OCT. 18**

**at
Shoffers Crossing
Colorado**

PAINTER'S ANGUS

We specialize in the breeding and development of big, rugged Painter-type bulls for the use of the western rangeman. This is your invitation to visit us when in Denver attending the fall sale or at any other time.

**COLORADO
DENVER ROGGEN**

603 1st National Bank Bldg.

Phone CHerry 7202

then produced nine calves—six heifers and three bulls. One grand old matron, calved in February of 1925, had produced 18 calves; still another, calved Sept. 3, 1924, was still producing good calves—including one splendid heifer calf in the contest year (1945). The amazing list went on and on, piling up one example on another of the long-time usefulness of the Aberdeen-Angus breed.

★ ★ ★ ★ ★

ABERDEEN-ANGUS— A SURE WINNER

The Aberdeen-Angus breed offers perfection in type; perfection in fleshing; perfection in feeding; perfection in quality, and perfection in meeting market requirements.

It is the only breed ever to win all

inter-breed grand championships in one year at the Chicago International Live Stock Exposition—a feat accomplished 13 times, unquestioned proof of superiority over other breeds. The Blacks have won 67 per cent of the steer championships in 40 years of competition at the International—the next beef breed has won 25 per cent.

★ ★ ★

On Aug. 30, 1946, a carload of finished Angus steers from the feedlots of Schmidt Bros., Delmar, Iowa, set a new all-time record for price paid for fat cattle on the open market in this country. The load consisted of 23 steers culled from their prospective show cattle and weighed 1,066 pounds. They were sold to Wilson & Company for \$30.25 per cwt., averaging \$322.46 per head. Market men rated the animals as one of the best loads ever sold on the open market.

★ ★ ★

An auction price of \$36 per cwt. was realized on a load of yearling Angus steers which won the grand championship at this year's State Fair, Columbus, Ohio. They were bred by O. J. Hadley of North Platte, Neb.

Our offering of high-type Western Slope Quality Angus cattle is represented by the two yearling heifers that we are consigning to the Fall Sale.

**See them early and
judge for yourself**

Jay King

Montrose, Colorado

WATCH for Our Heifers in the FALL SALE . . .

Seven head of uniformly good, typey heifers, showing an abundance of breed characteristics.

5 daughters of Eston of Enverness

2 out of a grandson of Revolution 100

They will be a credit to your herd or a wonderful beginning.

JOHN and JANET PERYAM

Encampment, Wyoming



C. E. and Ida A. **TUPPS** and Sons

9707 E. 17th Ave., Aurora 8, Colorado

Commercial Angus using top herd sires, Astoria Eileenmere 3rd from J. E. Barbey; Prince Blackcap 15th from Dr. G. F. Haas; Dave's Enchanter from Crawford Brothers; Prince of Sunbeam from Harry Pierce; and other bulls of equal quality on our selected commercial cow herd.

Will see you in January at Denver Show with two cars yearling steers, two cars steer calves, and two cars heifer calves.

Stockmen:

We are pleased to offer for your consideration a group of seven yearling (open) heifers which are very uniform. They are of the same breeding that so many of our cows have that have found their way into some of the larger herds in Colorado, Wyoming and Texas, where they have been producing prize-winning and top-selling cattle for these breeders. This claim can be verified by checking the past three or four National Western Shows and the Fort Worth Show.

★ ★ ★

**SEE
THESE HEIFERS
IN DENVER
OCTOBER 19**

★ ★ ★

**Lutes
Angus Farms**

Merino, Colo.



Protect With the Black Color!

Cancer eye, a common ailment in many western herds, is unknown in Angus herds. Snow blindness is a rarity among them; pink-eye is virtually unknown, and the cows enjoy freedom from sun and snow-burned udders and teats. Because there are no dehorning wounds, screw worm infestation is also eliminated as an owner problem. One rancher writes: "If you own Angus cattle you do not have to be as good a roper. We do not have this job very often; we seldom have to catch an

Angus cow for any treatment." Another one says: "Our death loss on them is very small—seldom, if ever, do we have to help an Angus heifer in calving." Other owners have made this statement about trouble-free calving even with first-calf heifers.

★ ★ ★ ★ ★

WHAT ONE RANCHER SAYS

"For over 30 years . . ." writes Hubert Littler, a Weld County (Colo.) rancher, "I have been working cattle of other breeds on open ranges and under range conditions. About three years ago I changed to Angus and my experience since that time has convinced me that they are as easy to handle as any set of cows that I have had or been around. I still have a few cows of other breeds, but the distinct advantages of the Blacks have convinced me of their permanent value on our ranch. Of course, the thing I like best is the

premium price I am going to get for my 1946 crop of Angus calves—the largest in calving percentage in my experience."

★ ★ ★

Innumerable other Angus breeders and growers have similar stories to tell. You can meet and talk with many of these practical and experienced operators at the Field Day and Sale!

★ ★ ★ ★ ★

THEY FLY, TOO!

Bogota, Colombia, South America, was the destination of four registered Aberdeen-Angus heifers and a yearling bull which went out by plane from New Jersey, with an attendant, in July. Consigned to one of the largest private cattle organizations in the South American country, the animals represented the best bloodlines of Dutchess County, N. Y. Their flight marked the first shipment by air of any beef breed to Colombia.

Angus Cattle Company

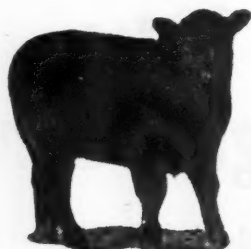
312 Patterson Bldg.

Denver, Colorado

Phone TAbor 5602

This company is owned, directed and operated by practical Angus breeders, who formed the company for the purpose of promoting the Angus breed, and to enable both buyers and sellers to find an immediate local market. The company maintains a constant supply of replacement heifers and cows and consistently endeavors to bring together the buyer and the seller of other Angus cattle.

Stock in the company is owned by Andrew Anderson, J. E. Barbey, Paul W. Brown, R. T. Davis, Jr., Fred Hahne, Wayland Hopley, Dr. W. B. Lutes, Otto G. Nobis, Painter Hereford Company, L. B. Pierce, E. W. Serrell, Norman H. Smith, Robert M. Strang, A. L. Stein and Alex J. Walsh, and is subject to the decision of the Board of Directors, available to other breeders of either registered or commercial Angus.



Aberdeen
Breeds

It is
gan to
cattle,
dustry
thousan
have be
but thei
been of

The e
like tha
of cattl
nals of
and 18t
er, that
the wild
ern Scot

In 17
the Fre
wheat
gave up
a large

★ ★ ★ ★ ★

Aberdeen-Angus— Breed With a Record

It is not known just when cattle began to be used for meat. Breeding of cattle, however, is known to be an industry which has been going on for thousands of years. Countless breeds have been developed in past centuries, but their classification into breeds has been of comparatively short duration.

The early history of Aberdeen-Angus, like that of most of our domestic breeds of cattle, is lost in the unwritten annals of the agricultural era of the 17th and 18th centuries. It appears, however, that the Angus breed originated from the wild native hornless cattle of northern Scotland.

In 1795 all Europe was plunged into the French Revolution, and the price of wheat soared. The southern provinces gave up cattle breeding and feeding to a large extent and went into wheat and

barley raising. The northern counties, deprived of finishing grounds for their cattle and finding their beef in great demand, began to improve their stock and feed for the block. The farmers of Aberdeenshire soon found they could get better results from feeding the cattle they raised than selling thin cattle to be finished in the south, so they turned their attention to beef production. Native polled cattle were soon found to be more suitable for beef production than the long-horned plough oxen type, and gradually began their ascendancy. Strength of bone and muscle being unnecessary, an effort was made to produce a maximum of beef of prime quality with a minimum of bone and offal. Cattle were more liberally fed and more carefully housed.

It is of interest to note that the breed which they favored was the native low country Buchan or Brechin animal whose flesh is described as "superior to all others for the fine marbling or mixing of the fat and lean the carcass exhibited."

Early Breeders

Among early improvers of Aberdeen-Angus cattle, three breeders stand out as the most influential. These are Hugh

Watson of Keillor; Wm. McCombie of Tillyfour, and Sir George Macpherson Grant of Ballindalloch. Mr. Watson is regarded by historians as the early improver of the Angus breed; Mr. McCombie, the master builder, and Mr. Grant, the owner of the oldest herd in north Scotland, is noted as a builder of families. The Erica, Jilt, Sybil, Prides and Blackbirds are his most noted families.

Angus and Aberdeens in the early days exchanged first place with equal regularity at various shows. At Perth in 1829 the breed was designated Angus; at Inverness, 1831, Aberdeen; at Aberdeen, 1834, Aberdeen and Angus. The actual welding of the breeds took place when specimens of both were mated together knowingly. Black Meg 766, owned by William Fullerton who died in 1880, is termed by historians the founder of the breed.

It is not surprising that rugged, thrifty Scotsmen, noted for their idealism of wastelessness, were the ones to develop a beef making machine that through the years has met public approval, public needs, payments on mortgages and the changing market require-

WESTERN ABERDEEN-ANGUS SECTION

**An opportunity for the farmer or range cattleman
to quickly locate and easily secure
from responsible hands**

- Bred Cows • Open Heifers • Heifer Calves
- Steer Calves • Range Type Bulls

Whether you are a new breeder looking for good foundation stock, or whether you need replacements or wish to enlarge your present herd, a wide range of commercial females that have been grouped as "Choice," "Quality" or "Standard" grades are available for your selection.

**We are also offering a nice bunch of Quality Commercial
Females at the Fall Sale on October 19**



Angus Cattle Company

312 Patterson Bldg.

Denver, Colorado

Phone TAbor 5602

ANGUS FIELD DAY



Oct. 18, 1946

at the
R. T. Davis'
Elk Creek Ranch
Shaffer's Crossing,
Colorado

(Southwest from Denver on
U. S. Highway 285)

- ★ Type Demonstration
- ★ Exhibit and Discussion
of Feeding, Grooming
and Fitting 4-H Club
and Show Cattle
- ★ Spectator Judging
- ★ Exhibit of Outstanding
Registered
Angus Cattle

These events will begin at 10 A. M.
and a barbecue will be held at
noon.

**WESTERN
ABERDEEN-ANGUS
ASSOCIATION**

Norman H. Smith, Secretary
312 Patterson Building
Denver, Colorado

ments. It is to the studious, single-purposed selection and breeding of these conservative Scots that the world is indebted for the Aberdeen-Angus breed and the unexcelled beef of today.

The first importation of the breed into the United States was made in 1873. In that year George Grant, a native of Banffshire, Scotland and a retired London silk merchant then living in Victoria, Kan., imported four bulls, two of which he exhibited at the Kansas City Fair that same year—the first polls to

appear in an American show. These bulls were crossed with outstanding success with the native Texas cattle of longhorn variety. The majority of the calves from the first cross were black in color and practically all were hornless, demonstrating the prepotency of Aberdeen-Angus blood. The performance of these bulls and half-bloods interested Jos. H. Rea, a prominent Carroll County, Mo., farmer, who purchased a number of them. He later became one of the best known American Black cattle breeders of his day, building up a valuable herd in partnership with a son.

What might be called the parent purebred herd of Angus in the United States was established by Anderson and Findlay, Chicago business men residing at Lake Forest, Ill., in 1878.

Through the years which have followed these events an enviable record of acclaim and prize-winnings has been written by the Aberdeen-Angus breed. The handsome, blocky Blacks have never left the peak position which they early attained.

★ ★ ★ ★ ★

Angus At 4-H Club Showing

At the recent showing by 4-H club boys and girls at Denver, an Aberdeen-Angus steer sold at the highest price of any animal—46 cents a pound.

At the Fall Sale:

- ★ One Cow and Calf
- ★ Two Bred Heifers
- ★ One Open Heifer

At the Farm:

- ★ 25 Additional Heifers
- ★ Range Bulls and Herd Sire Prospects

For many years our family has specialized in breeding a type of Angus to fit the needs of both the range and the feedlot.

Our reputation has been based upon our success in that breeding.

Our consignments to the Fall Sale will demonstrate our results and the same quality can be matched by 25 or 30 head of other replacement heifers that we have for sale at the farm.

Your careful inspection of our consignment is invited at the sale barn in Denver and we look forward to meeting you there.

CRESTVIEW FARM

WILLIAM LJUNGDAHL AND SONS

MENLO, KANSAS

Early Maturity

Feeders Pay Premium Prices

Aberdeen-Angus animals are shown annually in competition with other breeds.

One ranching outfit that has been running the Blacks for 42 years reports that it sells steers as yearlings and they weigh from 620 pounds when the summer has been a dry one to 700 pounds in a good year. "Our Angus," the manager declares, "are out on the range rustling long after other breeds are in on feed and in spite of the fact that they run on 100,000 acres of mostly mountain range, it is an unusual winter when we have to feed more than 5 per cent of the cows during any part of the season."

A price advantage of 1 to 2 cents a pound, coupled with the fact that the calves' weights at weaning time are at least equal to those of other breeds, are among the reasons other operators give for favoring this exceptionally thrifty breed.

* * *

"How these Angus rustle feed! . . ."

So writes a Wyoming rancher who for over 35 years has handled another breed. In his letter of Mar. 18 he adds: " . . . We never wintered cattle as cheaply or made nearly as much gain in growth and flesh. They are the best winter-month grazers we ever had and we've had no death loss in 475 head."

* * *

Meeting and talking with practical Angus breeders and growers at the Field Day and Sale will acquaint you with many more such Angus experiences.

★ ★ ★ ★ ★

ABERDEEN-ANGUS FOR ADAPTABILITY

The Aberdeen-Angus breed, youngest of the three major beef breeds to be introduced into this country, is to be found in 27 countries of the world. Angus cattle can be successfully produced in all climates, on all types of forage, on range and farm or feedlot. They thrive in the most distant parts of northwestern Canada with its long cold winters and in the hot semi-tropical section of Florida, doing well under either extreme heat or extreme cold.

The Blacks are superior foragers, stay out on the range later in the fall and go through the winter with less extra feed than cows of other breeds. Back of this is the fact that they originated

October, 1946

A STAR CONSIGNMENT

for the

WESTERN ABERDEEN-ANGUS ASSOCIATION'S Annual Fall Sale

☆

☆

☆

☆

8 Heifers

6 of these heifers are sired by Eileenmere G 17th and all are bred to the strongly Eileenmere-bred Eric of Woodlawn 3rd.



ERIC OF WOODLAWN 3RD

Be Sure to Inspect These Closely Before the Sale

NORMAN H. SMITH

Larkspur, Colorado

in the rough, rugged country of north-eastern Scotland where winters are severe and vegetation sparse. Back of them is 400 years of selective breeding toward an animal that "can take it."

Angus cattle feed out splendidly; they are uniform and evenly covered, with beautiful heads and conformation, and they readily adjust themselves to whatever feed is available, according to the men who have grown them.

★ ★ ★ ★ ★

Aberdeen-Angus Are Superior Beef Cattle

The Aberdeen-Angus breed is accepted in class-room, show ring and market as the ideal type—blocky, low-set, compact,

small-boned and thick-fleshed—qualities inbred through countless cow generations over 400 years.

In the high percentage of meat compared with waste, which is the yardstick in beef production, Aberdeen-Angus holds the world's record in dressing percentage on individual carcass and carload lot. Not only does the butcher get more meat from an Angus, but he gets a greater proportion of the better cuts, less cheap meat and fat.

The quality of Aberdeen-Angus meat is superior, with unexcelled thickness of flesh and marbled muscles adding richness, flavor and palatability. The breed has won 38 carcass grand championships out of 40 contests.

Instances of the percentages obtained from Aberdeen-Angus carcasses include one of 25 cattle handled at Dubuque, on which the general average dressing percent was 68.29; 15 dressed 68.61. The top-dressing steer handled by the same

company was a 1,390-pounder which dressed out to a new high of 72.23 per cent.



Why Angus Cows Produce Larger Crops

Purebred Angus calves, or crossbred calves sired by an Angus bull, are smaller at birth than those of other beef breeds. The consequent ease of calving leaves the cow with more vitality to claim and care for her calf. It also permits the safe breeding of heifers at younger ages than is considered good practice in the use of sires of other breeds. Perhaps it is because of the lessened calving difficulty that Angus cows persistently produce a milk supply that weans calves of more than average weight and in prime condition to finish out quickly in the feedlot.

Large-percentage calf crops are the rule. Producers often report from 90 to 100 per cent calf crops. Range herds in the mountain states consistently ship a 90 per cent or better crop.

★ ★ ★

"We calved out over 400 head of Angus cows during the late winter and spring . . ." writes a Colorado rancher, " . . . In the entire herd, we had only 12 cases of 'trouble' where heifers needed assistance. Only three of these cows failed to give sufficient milk to snap their calves into quick thrifty growth."

★ ★ ★

Meet and talk with practical and experienced Angus breeders and growers at the Field Day and Sale!

★ ★ ★ ★ ★

The Aberdeen-Angus Highway To Better Profits

More calves per cow unit—
From earlier breeding of heifers, and
From longer producing life of the cow.

Freedom from disease—

No cancer eye;
No dehorning infection;
No burned udders.

Better uniformity of crop—

No rejections because of off-color;
Improved appearance.

Cheaper feeding costs, (feeder-preferred)—

Better range rustlers;
Early-maturing-to-finish in the feedlot.

Packer-preferred—

Higher dressing percentage;
Better texture and flavor of finished meat.

AMERICAN CATTLE PRODUCER

On October 19 . . .

★ A yearling bull that is a double bred Evidence of Strathmore bulls ★ One heifer recently bred to Ever Prince 7th, a grandson of Black Prince of Sunbeam ★ Five good open heifers, mostly by Prince Eric 16th and good Evidence Eileenmere dams.

Come and See Them Before the Sale

MAX HOFFMEISTER Imperial, Nebraska



BEEBE HEATHER BLOOM 15TH

This top selling female at the 1946 National Western Sale is a sample of the type, quality, and breeding of our consignment to the FALL SALE on Oct. 19.

● 1 OUTSTANDING HERD BULL PROSPECT ● 4 TOP FEMALES

Come early and inspect them in the Sale barn before the sale.

A. Bohlender & Sons

LASALLE, COLORADO

ANGUS WINNINGS FAR AND WIDE

The Aberdeen-Angus have won grand championships this year to date in the following states or regions:

Wyoming
Hutchinson, Kans.
Missouri
Michigan
Eastern States
Indiana
Houston, Texas
Colorado
Topeka, Kans.
Iowa
New York
Maryland
West Virginia
Magic Empire
Tulsa, Okla.

★ ★ ★ ★ ★

One of Colorado's Oldest

One of the oldest Aberdeen-Angus registered herds in Colorado is that operated by Dr. W. M. Lutes of Merino. Proof of Dr. Lutes' continued activity lies in his recent sales of quality lots of range bulls to outstanding commercial breeders and growers in northeastern Colorado and throughout Nebraska.

Membership in the American National Live Stock Association Means Constant Vigilance on Behalf of ALL Cattlemen

When you look with satisfaction at your healthy herds, remember that the American National was alert to the dangers implied in the recent importation into Mexico of bulls from foot-and-mouth diseased sections of Brazil.

When you ship, remember you have been, and are being, represented by the American National in all the ICC cases that build the livestock freight rate structure.

When you read about empty butcher shelves and black markets, remember that the American National has fought to end controls responsible for our upset meat situations—and it will continue to fight these controls.

When, several months hence, you hear about trade treaty negotiations and recall that foreign nations can produce meat more cheaply than you can, remember that the American National stands for a protective tariff for the industry.

**The American National Serves You At All Times . . . It Keeps
You Informed . . . It Champions Your Causes**

AMERICAN NATIONAL LIVE STOCK ASSOCIATION

515 Cooper Building, Denver 2, Colorado
Basis of dues: 1c per head; \$2-a-year, minimum

Building a Herd for the Western Rangler on the blood of

Black Prince of Sunbeam

This bull is producing the type of cattle that we feel will meet with the full approval of the Western Commercial Breeders. Raised at an altitude of over 7,000 feet—he is producing thick, rugged, well-balanced calves with plenty of substance and bone—a most important attribute for the Western ranges.



See our consignment of bulls by Eston of Enverness and heifers, all daughters of Black Prince of Sunbeam at the following shows and sales:

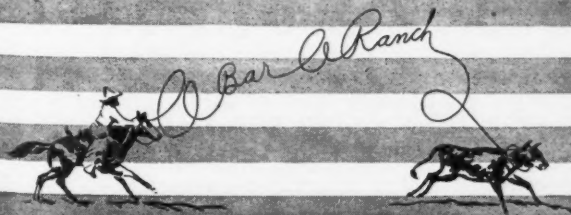
WESTERN ABERDEEN-ANGUS ASSN. FALL SALE, Denver

OGDEN LIVESTOCK SHOW, Ogden

GRAND NATIONAL, San Francisco

GREAT WESTERN, Los Angeles

WE INVITE YOUR INSPECTION OF RANGE AND HERD BULL PROSPECTS AT THE RANCH



A — A RANCH

ANDREW ANDERSON, Owner
Registered Aberdeen-Angus

**ENCAMPMENT
WYOMING**

A 5-STAR OPPORTUNITY SALE

ABERDEEN-ANGUS

at the

LAMONT SALES PAVILION

(Denver Union Stock Yards)

DENVER, COLO.

October 19, 1946

Showing 9:30 A. M.
W. H. Tomhave, Judge

Sale Starts 1:30 P. M.
Roy Johnston, Auctioneer

★ Herd Sire Prospects

★ Registered Cows bred to some of the best
sires in the territory

★ Registered open heifers

★ Registered cows with calves at
foot, rebred

★ Commercial Females

ANNUAL FALL SALE

Sponsored by

WESTERN ABERDEEN-ANGUS ASSOCIATION

NORMAN H. SMITH, Secretary

We invite your inspection in the Show Barn before the
Sale at any time after 6 p. m. on October 17.

For information, reservations or catalogs:
Angus Cattle Company, Sale Manager,
312 Patterson Building, Denver 2, Colorado.

THE FOREGOING SECTION SPONSORED BY WESTERN ABERDEEN-ANGUS ASSOCIATION

AMERICAN CATTLE PRODUCER

WAS

Ag

AFTER
of m
Chairman
while evid
were app
there was
recontrol.

The dair
dence that
since dair
July 1 was
advance f

The boar
took cogn
and meat
order to
channels.

Request
board said
try Advis
tary of A
tary denie
within 10
appealed t

MEAT
two week
imposed c
dicted by
distributo
tually var

As a r
another s
time it c
cluding c
president

Lewis l
sentatives
that meat
that mine
because
unless th

GRAIN
farm ma
scription
standing
fairs, wh
held sinc
been allo
for the f
There v
Thanksgi
tion nine

PERS
Texan w
ing and
lents and
used by
of USDA
Man and
Knippling
Texas, w
since 193
ing, who
near San

October,

WASHINGTON LETTER

By PAUL BARKLEY
Agricultural News Service

AFTER A THREE-DAY RE-STUDY of milk prices, Price Decontrol Chairman Roy L. Thompson said that while evidence did indicate that prices were approaching "the critical point" there was not sufficient grounds for reconrol.

The dairy industry had submitted evidence that the increase in butter prices since dairy products went off control July 1 was less than the normal seasonal advance for this time of the year.

The board, in its dairy statement, also took cognizance of demands that meat and meat products be decontrolled in order to move more meat into normal channels.

Requests for decontrol of meat, the board said, must be made by an Industry Advisory Committee to the Secretary of Agriculture. Only if the secretary denies the petition or fails to act within 10 days, could the petition be appealed to the board.

* * *

MEAT SHORTAGE—Within less than two weeks after OPA ceilings were reimposed on meat, what had been predicted by the industry, producers and distributors alike, came true—meat virtually vanished from butcher counters.

As a result, OPA found itself riding another stormy wave of criticism. This time it came from strange sources, including consumers and John L. Lewis, president of the United Mine Workers.

Lewis became one of the first representatives of organized labor to urge that meat be de-controlled. He declared that mines had been forced to shut down because the miners refused to work unless they could get meat.

* * *

GRAINS OF NEWS—Displays of farm machinery of every size and description have been among the outstanding features of this year's state fairs, which, in most cases, are the first held since war's end. . . . Civilians have been allocated 1,187,000 tons of sugar for the final quarter of this year. . . . There will be fewer turkeys this Thanksgiving with this year's production nine per cent below 1945.

* * *

PERSONALITY—A 37-year-old Texan who did spade work in developing and adapting insecticides, repellents and methods for their application, used by the armed forces, is now head of USDA's Division of Insects Affecting Man and Animals. He is Edward F. Knipping, a native of Port Lavaca, Texas, who has been with the division since 1931. He succeeds Emory C. Cushing, who resigned to return to his ranch near San Antonio, Texas.



**FARNAM
ROTENOX
SPRAY CONCENTRATE**

Formulated UNDER
U. S. PATENTED PROCESS

**THE Ideal
CATTLE SPRAY**

- ★ Easy to mix! Stays in solution without agitation!
- ★ Won't scald or blister!
- ★ Doesn't leave poisonous residue. Contains NO DDT!
- ★ Stabilized for long-lasting toxicity!
- ★ Either oil or water soluble!

**Powerful NEW
WAR-TESTED
GRUB
KILLER**



An Entirely New Principle in STOCK-PEST CONTROL!

First introduced in 1941 through veterinarians as a treatment for cattle grubs, lice and ticks, Rotenox has been tested under all conditions, in all parts of the country, and proved effective in all stages of grub, lice and tick infestation. Employing the newly developed principle of leg paralysis, it literally paralyzes and quickly kills cold-blooded insects, yet (unlike DDT) it is perfectly harmless to warm-blooded humans and livestock. Now, for the first time, it is available direct to stockman at **ECONOMICAL COST** . . . only about 2c a head for spraying your cattle with Rotenox; and it's guaranteed to do the job or your money back.

**Try ROTENOX
AT OUR RISK!**
Free Trial Offer
MAIL COUPON TODAY!

**SPECIAL
Bulk Prices
to SPRAY RINGS**

If you spray 1000 head of cattle or more, or belong to a group that does, write for our special bulk prices to quantity users.

Wanted . . . Well-known cattlemen in each locality to use Rotenox and demonstrate its effectiveness!


The FARNAM COMPANY

206 So. 19th—Omaha 2, Nebr. 703

OKAY, I would like to try Rotenox. Please send descriptive literature and "FREE TRIAL OFFER".

Name _____
Address _____
City _____ State _____
_____ Head of Cattle to be Sprayed
(number)

CARLOAD FEED STUFFS



OPA reinstated the June 30th levels on proteins. At the moment, no proteins have yet been offered at the new prices.

ARCH SALES CO.

DENVER, COLORADO
STOCKYARDS PHONE CH. 4487

A R I Z O N A



R S Denver Mixer

Consistent Winner this
Past Season for
Rancho Sacatal,
Paul Spur, Arizona.

BUY YOUR RANGE BULLS IN ARIZONA FROM THE NATION'S TOP RANKING HERDS

LOOK AT LAST SEASON'S SHOW RECORD

NATIONAL WESTERN in Denver

- *4.4% of the exhibitors were from ARIZONA and they won:
- *43% of the 1st places
- *38% of the 2nd places
- *Champion Bull Award
- *Get-of-sire Award

ONLY ONE ARIZONA HERD WAS AT
EL PASO, TEXAS, BUT THIS HERD
HAD CHAMPION BULL
& FOUR 1st PLACES.

GREAT WESTERN in Los Angeles

- *8.7% of the exhibitors were from ARIZONA and they won:
- *72% of the 1st places
- *73% of the 2nd places
- *Champion and Reserve Champion Bull Award
- *Get-of-sire Award

GREATER PAN-AMERICAN at Dallas

- *5% of the exhibitors were from ARIZONA and they won:
- *55% of the 1st places
- *61% of the 2nd places
- *Champion Bull Award
- *1st and 2nd place in get-of-sire

WHITE MOUNTAIN HEREFORD RANCH

Dr. and Mrs. J. V. Donnet,
Owners, Springerville

SOPORI RANCH, Amado
W. R. (Bud) Thurber,
Manager

MILKY WAY HEREFORDS
Phoenix and Springerville
Alan Feeney, Owner

RANCHO SACATAL, Paul Spur
Mr. & Mrs. Walter Holland,
Owners

STEEPLE X RANCH
Springerville
Bill Spence, Owner

**BUY ARIZONA HEREFORDS—PROVEN
BLOOD LINES AT PRACTICAL PRICES**

NEW CUT M

Cattle p
by the De
Dec. 31, 19
was 78,78
with cattle
79,791,000.
sent a red
the reduc
West, as
are 1,362,0
the entire
that the ir
low spot
sections of
CATT

STATE

Arizona	.....
California	.....
Colorado	.....
Florida	.....
Idaho	.....
Kansas	.....
Louisiana	.....
Montana	.....
Nebraska	.....
Nevada	.....
New Mexico	.....

In a rele
Dinsmore,
Mule Assn
Sept. 1 c
Reporting
000 bushe
record-bre
but a thin
erage; an
000 tons,
timothy, 3
11,000,000
000 tons
vested in
91,000,000
Hay pr
load lots
and timot
clover an
fa, top we
cutting, lo
Mr. Di
perienced
best hay-
to buy fo

START

Plans f
tors affe
meat hav
tute of M
of Chicag
with func
Mayer, p
Chicago.
a series
sponsored
Institute
also offer
courses to

October,

NEW CATTLE GOALS CUT MOST OFF WEST

Cattle production goals recommended by the Department of Agriculture for Dec. 31, 1946, for the country as a whole was 78,788,000 head. This compares with cattle numbers on Jan. 1, 1946, of 79,791,000. The goals therefore represent a reduction of 1,000,000 cattle. But the reductions recommended for the West, as shown in the below figures, are 1,362,000 head, more than those for the entire country—this despite the fact that the increase in production since the low spot in 1938 is much greater in sections other than the West.

CATTLE PRODUCTION GOALS

THOUSANDS

STATE	Year-End Goal	Numbers Jan. 1, 1946	STATE	Year-End Goal	Numbers Jan. 1, 1946
Arizona	890	986	N. Dakota	1,800	1,794
California	2,380	2,560	Oklahoma	2,800	2,936
Colorado	1,680	1,920	Oregon	1,150	1,112
Florida	1,150	1,205	S. Dakota	2,360	2,435
Idaho	880	884	Texas	7,600	8,058
Kansas	3,700	3,564	Utah	520	546
Louisiana	1,461	1,476	Washington	950	958
Montana	1,650	1,810	Wyoming	990	1,043
Nebraska	3,800	3,847	Total, West	37,480	38,842
Nevada	420	466	Total, U. S.	78,788	79,791
New Mexico	1,300	1,242			

FEED FOR HORSES

In a release on feed for horses, Wayne Dinsmore, secretary of the Horse and Mule Association of America, gives the Sept. 1 crop report on (1) oats (Crop Reporting Board figures) as 1,520,000,000 bushels, only 2 per cent below the record-breaking harvestings of last year but a third larger than the 1935-44 average; and (2) the hay crop as 96,000,000 tons, of which 32,000,000 are clover-timothy, 30,000,000 alfalfa and more than 11,000,000 wild hay. Nearly 105,000,000 tons of hay of all kinds were harvested in 1945, but 1935-44 average was 91,000,000 tons.

Hay prices, Chicago, Sept. 16, car-load lots are given. No. 1 mixed clover and timothy, \$23.50 per ton; No. 2 mixed clover and timothy, \$21.50-22.50; Alfalfa, top western, \$33-35; second and third cutting, local states, \$30-33.

Mr. Dinsmore remarks that "all experienced horsemen know that the very best hay—No. 1 grades—is the only kind to buy for horses."

STARTS MEAT DEMAND STUDY

Plans for a study to determine factors affecting consumer demand for meat have been announced by the Institute of Meat Packing at the University of Chicago. The project will be financed with funds made available by Oscar G. Mayer, president of Oscar Mayer & Co., Chicago. The research project is one of a series of economic research studies sponsored over the past 20 years by the Institute of Meat Packing. The institute also offers home study or correspondence courses to students.



Member FDIC

The FIRST NATIONAL BANK

Of Denver

"SERVING BANKS SINCE 1865"

Come in and get acquainted. We talk your language, understand your problems and can anticipate your needs.

Gaines Real Estate

SPRINGER, NEW MEXICO

TWO BIG RANCHES FOR SALE

70,000 and 50,000 Acres

ASSIGN LEASE LAND

Several Millions to Lend on Ranches in New Mexico

Finance yourself for larger operations with cheap interest rates and small annual payments

Stockmen SHOULD HAVE THE DOANE AGRICULTURAL DIGEST

There is no other agricultural information service just like it.

For sample releases and further information, write to

Doane Agricultural Service, Inc.

Box 602, 206 Plymouth Bldg.

Des Moines 9, Iowa

Home Office, St. Louis, Mo.

OGDEN SHOW PREMIUMS

Owners of cattle, sheep and swine exhibits will share in a premium purse totaling \$25,000 at the 28th annual Ogden Livestock Exposition to be held at the Ogden Union Stockyards Nov. 2-6. Indications are that between 300 and 400 Herefords will be available at auction for cattlemen who desire to build up their commercial stock. Strong entries are expected also in the Shorthorn and Aberdeen-Angus divisions.

The goal of the sale will be to distribute as widely as possible these high type breeding animals as a factor in improving and strengthening the beef herds of the West. To assure the best animals for the money, the entire offering will be gone over by sifting committees prior to the auctions to cull out any undesirable bull or heifer that does not meet the standards of the show.

"If only a few of these high type breeders go into a herd to replace low grade bulls the show will more than accomplish a part of its purpose of improving livestock standards," according to E. J. Fjeldsted, Secretary-Manager of the exposition.

Another important attraction of the

five-day program will be contests among Future Farmers and 4-H club members whose award sheets list a total of \$7,000 in winnings for best displays of cattle, sheep and swine.

CHICAGO HAS FULL SLATE OF LIVESTOCK EVENTS

Hogs to be exhibited at the seventh annual Chicago Junior Market Hog Show and Sale at the Chicago Stock Yards on Oct. 18 will sell exempt from OPA ceilings, and similar treatment will be accorded all animals exhibited in the junior classes of the 1946 International Live Stock Exposition, Nov. 29-Dec. 7, also at Chicago.

* * *

First farm equipment show of the Midwest will be held Nov. 28-Dec. 8 at the Chicago Coliseum during International Live Stock Show Week, and will be known as the National Farm Show. The show will present a preview of 1947 implements and many kinds of machines and gadgets for farm use, exhibited by leading manufacturers of farm equipment.

* * *

Further announcements of interest in

connection with livestock events to take place in the Windy City include a listing of the judges who will serve at the second annual Chicago Feeder Cattle Show, Oct. 28-29. They are: Ferd Schmidt, Delmar, Ia.; Karl Hoffman, Ida Grove, Ia.; and Hugh Morris, Ainsworth, Ia. All three of the men have exhibited winning carloads of fat cattle at the International show in former years.

\$75,000 PRIZE LIST IN PACIFIC INTERNATIONAL

The largest premium list in the 36-year history of the Pacific International Livestock Exposition has been announced for the 1946 show which takes place Oct. 5-12, at Portland, Ore. A total of \$75,000 has been set up for stock prize awards, with an additional \$15,000 for horse show prizes.

SHORTHORN SHOW

The fifth annual Shorthorn Feeder Show and Sale has been set for Oct. 25-26 at Billings, Mont. The judging of animals will be done on the 25th by Carl M. Johnson of DeKalb, Ill., and the 1,000 head will be sold on the 26th. Two-thirds of the offering will be calves, ac-

SOUTHERN WYOMING HEREFORD BREEDERS ASSOCIATION

Show and Sale • Laramie Stockyards • Laramie, Wyoming • Oct. 11-12

70 Bulls—7 Females

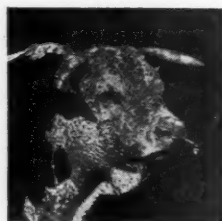
Some real herd sire prospects, top range bulls, well grown, of serviceable age. 43 to sell individually and 27 to sell in 9 pens of 3, without choice. These bulls have been saved specially for the sale and final selections made by a committee (Charles McIlvaine, Jack Dinwiddie, Tony Fellhauer). Bulls are well grown and of serviceable age. Men who are particular and want top-quality bulls buy them in the fall of the year and do not wait until winter or spring when everything has been picked over. Buy them in the fall from selected offering.

Program { Friday, October 11 Saturday, October 12

10:30 a. m. 4-H judging contest. Prize money and other awards for winning teams.
1:30 p. m. Show. Dan Thornton, Gunnison, Colorado, judge. Judging contest on pens for ranchers. First prize for high score, \$15; second prize, \$5. Complete judging of sale cattle.
9:00 a. m. to 11:30 a. m. Sale cattle on exhibit for close inspection by prospective buyers and opportunity to discuss cattle with consignors.
11:30 a. m. to 12:30 p. m. Free barbecue, courtesy Laramie Chamber of Commerce.
12:30 p. m. to 4:30 p. m. Auction sale of cattle. Col. Art Thompson, auctioneer.

Consignors

The Berrys, Brush Creek Ranch, Dinwiddie & Mason, Elite Hereford Ranch, Lester G. Foote, W. A. Cross, Keith B. Holmes, Claude Lewis, Harold Loomis, R. E. Lucas, W. I. Middleswarth & Sons, Lawrence Needham, John Orton, Edwin R. Palm & Sons, John W. Runner, Charles H. Sanger & Son, The von Forell Herefords.



MR. CATTLEMAN:

HERE IS YOUR OPPORTUNITY TO

IMPROVE YOUR HERD

by purchasing top quality range bulls at the

Idaho Cattlemen's Association's 7th Annual Bull Sales

2 BIG SALES

Twin Falls, Idaho, October 26

Pocatello, Idaho, November 23

LEON WEEKS, Secretary, Boise

COL. E. O. WALTER, Filer, Auctioneer

RAY V. SWANSON, Pocatello, Manager

cording to a release from the office of the American Shorthorn Breeders at Chicago, and remainder will be yearlings, with several loads of heifers included. Both crossbreeds and purebreds will be featured.

Co-sponsors of the event are the American Shorthorn Breeders Association and the Montana Shorthorn Breeders Association.

THE AMERICAN ROYAL

The dates Oct. 19-26 will mark a resumption of the American Royal Live Stock Show at Kansas City. On the 23rd, 52 head of registered Herefords, under the direction of the American Hereford Association, will go under the auction hammer of Col. A. W. Thompson, Lincoln, Nebr. As in Royal sales of the past, there will be offerings of select herd bull prospects and foundation females.

Seattle May Get Rodeos

A determined search among musty volumes to see if rodeos could be put on within the city of Seattle shows that in 1907 a city ordinance was passed defining public nuisances—and in 1929 rodeos were added to the list. However, in 1941 rodeos were stricken from this list and no new legislation has been enacted on the question. It is a question of policy for the Seattle city council to decide on a pending rodeo license petition.

REDS AND WHITES BLEND, PRODUCE BLUE RIBBON RODEO

By GIBBONS CLARK

After a morning rain which made the track and arena muddy and wet on opening day, the 1946 Ellensburg (Wash.) Rodeo went on to show before a record-breaking second-day crowd of 16,000 spectators on Sunday, Sept. 1. When the big show officially ended on Labor Day, new records had been set in attendance, gate receipts and the amount of prize money paid.

The parade scheduled for the first day was one of the features washed out on Saturday, when the Indians said "Ugh" at the drizzly skies and withdrew into their big tepee village, a rodeo attraction of long standing, to prevent their costly beadworked garments from being ruined.

The All-Around Champion of the event is George Richmond of Idaho Falls, Idaho. He won tops in championship calf roping finals, first in roping second go-around and third in wild cow milking. Second place in the All-Around Championship bracket went to Gene Rambo, Shandon, Calif., who took first in wild cow milking, tied for fourth in calf roping finals, tied for third place in bareback bronc finals and won first in saddle bronc on Sunday.

The Ellensburg is one of the country's five major rodeos, with championship points credited toward the big Madison

Square finals in New York. The 1947 Ellensburg show is being planned on an expanded basis which will include additional seating accommodations in concrete bleachers, if labor and materials for enlargement operations become available.

THE GRAND NATIONAL


The livestock premium list of the Grand National Livestock Exposition, Horse Show and Rodeo, to be held in the San Francisco Cow Palace Nov. 15-24, lists in detail all classes and premiums for beef cattle, dairy cattle, dual purpose cattle, sheep and swine. It shows a record total of \$70,045 being offered in the livestock division of this year's event, with more than \$106,000 in prizes for the show as a whole.

Nineteen nationally known livestock authorities from six states will act as judges at the first post-war Grand National, following a five-year lapse.

ROCKY MOUNTAIN QUARTER HORSE SALE

The 1946 edition of the Rocky Mountain Quarter Association show and sale is set for Oct. 31 at Sterling, Colo. Last year's event, also held at Sterling, was a highly successful one which brought buyers from seven states to take the offering; and this year gives promise of upholding the record of quality and sales then set.





the reliable blood

that produced these **5** bulls in our

Annual WHR Sale



Mon., October 14, 1946

is also responsible

for hundreds of bulls we sell every year
to the best commercial herds in the land.

See us for top range bulls

Wyoming Hereford Ranch — Cheyenne

TWO N. D. SHOWS SET

Scheduled North Dakota events in the coming weeks include an Aberdeen-Angus breeders' show and sale at Dickinson, Oct., and a Hereford association show and sale on Oct. 18-19 at Bismarck.

KANSAS SALE

The Southwest Kansas Hereford Breeders Association will hold its fall sale in Dodge City on Nov. 15, Carl R. Smith of Jetmore, president of the organization, has announced. A shift in the administrative set-up has also been announced, with George Fritz, Hodgeman County agent, being appointed secretary-treasurer of the association to succeed Carl Elling, who has moved to Marion County.

WASHINGTON SHORTHORN BREEDERS MEET

The program of the type conference to be held by Shorthorn breeders at Washington State College on Oct. 2 featured participation by Clinton K. Tomson, the secretary of the American Shorthorn Breeders Association. Also included in the plans was the fourth annual feeders' day to be held on the 3rd at Pullman. Particular emphasis was being laid on pointing up the beef quality of this breed, which was founded in the Tees Valley, England.

He dropt his match when he lit his cigar,
And it fell in a bunch of grass,
And then he went on to shoot his b'ar
In the distant mountain pass.
The blaze shot upward, the wind it riz,
The fire spread over the patch;
The melted pants buttons they found
was his—
The fellow who dropt the match.

HELP PREVENT FIRES.

—U. S. FOREST SERVICE.

Moderate Stocking Best

Comparative weight gains of yearling Hereford cattle under three intensities of stocking are given in a report by the Rocky Mountain Forest and Range Experiment Station. The gains during the season, similar to those of past years, were 181 pounds per head for the heavy stocking rate, 239 pounds for moderate and 230 pounds for light stocking (see table). The stocking rates used in the study are equivalent to 56, 43 and 24 head of yearling cattle per section for heavy, moderate and light use.

During the season, stocking at the heavy rate lost the cattlemen 58 pounds of gain for every animal in the pasture as well as damage to the forage supply for next year. Satisfactory gains were made under light grazing, but large quantities of feed were unused. This light use can be recommended only if the pastures are not producing their maximum amounts of forage. Moderate stocking, on the other hand, made efficient use of the forage and produced the maximum amount of gain.

AVERAGE SEASONAL WEIGHT GAINS
PER ANIMAL

Stocking rate	1942	1943	1944	1945	Average
Heavy	184.5	152.8	223.2	180.5	185.2
Moderate	214.3	205.7	252.6	238.6	227.9
Light	229.8	236.1	255.3	229.5	237.7

MOLYBDENUM POISONING

In the Journal of American Veterinary Medical Association, Drs. J. W. Britton and H. Goss write about a cattle disease that has been reported at intervals since 1869 by ranchers on the southwestern edge of the San Joaquin Valley in central California. The disease is characterized by intense diarrhea, emaciation and change in coat color. Herefords turn to a rusty orange, Guernseys to a muddy yellow and Holstein-Friesians from black to a mouse gray. Young cattle are more susceptible than older ones and dairy cattle more susceptible than beef. Sheep

are rarely affected and horses and swine are reported to be resistant. It is termed chronic molybdenum poisoning. Oil, livestock, alfalfa and cotton are produced in the area.

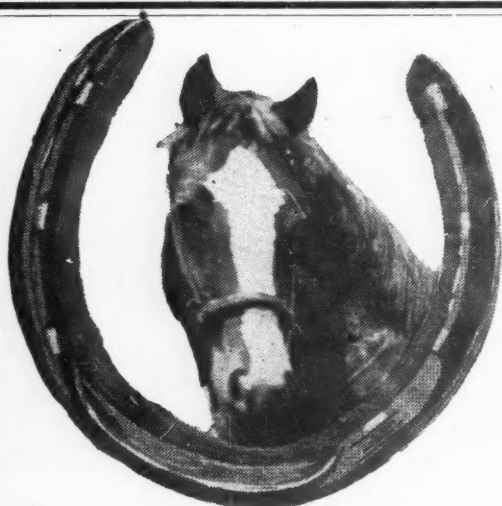
The disease results from excessive amounts of molybdenum in the forage. Removal of the animals from affected pastures or substituting grain hay or alfalfa hay grown in localities outside the involved land has produced recovery in three to four days. According to a dairyman in the vicinity, the first frosts around Nov. 15 bring an end to the trouble until the following late spring or early summer.

NEEDS IN EUROPE AND INDIA

Coal has displaced food as No. 1 relief problem in Europe, according to two Agriculture Department officials recently returned from abroad. People there, they said, can, on the whole, eat better than last year. On the other hand, India's food situation is precarious. The India Famine Emergency Committee said that on Sept. 1 India's grain stocks fell for the first time below a six weeks' supply—minimum needed for uninterrupted functioning of her rationing system. Large shipments of U. S. grain were booked for India in September, but exports from other countries were small.

COLOR SCHEME

The Washington picture is a study in black and red. OPA is winding up for a battle with the black market. Treasury bookkeeping is still in the red on income and outgo. Red tape flows from OPA, CPA, the Decontrol Board. Diplomacy is seeing red. And the reflection of this color scheme in Wall Street is blue, as stocks hit the skids.—From *Business Action*, published by U. S. Chamber of Commerce.



For catalogue write:

Bryson Van Gundy, Sale Manager, Sterling, Colo.
L. C. "Jim" Hoover, Auctioneer

QUARTER HORSE

Show & Auction
Oct. 31

Show 10:00 A. M. — Sale 1:30 P. M.

Sterling, Colo.

Jim Hoover Sale Pavilion

All Mature Stock A. Q. H. A. Registered

EXCEPT

Some Mares Which Are Bred to Registered A. Q. H. A. Sires
Young stock all show one or both parents Reg. A.Q.H.A.

ROCKY MOUNTAIN
QUARTER HORSE ASSOCIATION

SEE OUR HERD

You're sure to be impressed with the results of 47 years of improved breeding. Our cattle priced reasonable.

WITWER

Est. 1899



Herefords

Visit Our Ranch

H. E. WITWER & SONS GREELEY, COLO.

28th Annual

OGDEN

LIVESTOCK SHOW—

OGDEN, UTAH
NOV. 2 to 6

HEREFORD SALE

350 Registered bulls
and heifers—Nov. 4 &
5, starting 10:00 A.M.
each day.

FAT STOCK SALE

Prize winning cattle,
hogs and sheep Nov. 6
beginning at 9:00 A.M.

FEEDER CATTLE

Auction sale of car-
loads of highest
quality feeders Nov. 6
beginning at 1:00 P.M.

\$25,000 Prize Money

“A
Million Dollar
Exposition”

PLAN NOW
TO ATTEND

Because cats are very dainty eaters,
the government uses them to test the
purity of meats.

October, 1946

UNUSUAL MEAT CONTEST

A meat identification contest is one of the exhibits attracting wide interest at fairs and livestock expositions this fall. Thousands are entering the contest, put on by the National Live Stock and Meat Board and involving the correct naming of 25 retail cuts of beef, pork, lamb and veal.

SHEEP TO THE ALEUTIANS

Coffin Bros., Inc., of Yakima, Wash., have pioneered in shipping sheep and shepherd dogs to Alaska (the latter for aid in the protection of reindeer herds), and have recently made their first shipment to an Aleutian Island. Twenty-seven Romneys, each sheep crated separately, have been sent from Kennewick, Wash., to bleak Atka Island on purchase by the Alaska Native Service.

FEED SITUATION

A release from the American Feed Manufacturers Association pointed out that although the feed shortage is over, the results of the shortage will be reflected for many months in reduced supplies of meat, milk and eggs. “In other words, now that we have the feed, we don't have as many animals to eat it, and it will take some time until we do.”

The Department of Agriculture expects the supply of feed per animal to be 8 per cent larger than it was last year.

**Fire Prevention Week
October 6-12, 1946**



This fire got a fast start when sparks landed on a flammable roof and spread rapidly to all parts of the rambling house. Sparks on roofs are the third major cause of farm fires in the country, and there should be fire-retardant roofing on all main buildings. The loss story for the year 1945 shows a staggering total of 3,500 farm lives taken by fires; a rural property destruction of \$200,000, and a direct loss of \$38,000,000, the cost of 30,000,000 acres of forest land lying in the path of fire. Total fire losses stand today at a 16-year peak, but the National Fire Protection Association says 90 per cent of the fires are avoidable. Find and eliminate all fire hazards, and help stop farm fire waste!

TO

The 10,500 subscribers of the American Cattle Producer. Time can be saved

IF

you do not read this ad

UNLESS

you are interested in the progress being made by the

MIDWEST

HEREFORD ASSOCIATION

composed of breeders in N. E. Colo. and W. Nebr. with sale pavillion located at

HOLYOKE, COLO.

Our first sale was held Nov. 9, 1940. Every year since we have held a spring and fall sale.

With one exception, each succeeding sale has given us either a new high top or a new high average.

For a record such as this there is but one answer. Better cattle year after year which are attracting the attention of more and better breeders.

That is our story, Hereford Breeders. Now, to convince yourselves, attend our fall show and sale.

NOV. 5 & 6

30 Bulls—55 Females

Attend the banquet and be our guest Thursday evening, Nov. 5.

Jack Regar

Freddie Chandler

Will Judge

Will Sell

Nov. 5.

Nov. 6

VET CHASE

Will send catalogs and other information asked for.

MIDWEST HEREFORD ASSOCIATION

SALES

**October
8
S. Dakota**

TRIPLE U HEREFORD RANCH GETTYSBURG, SOUTH DAKOTA

Auction sale to be held at the ranch 5 miles east and one mile south of Gettysburg, South Dakota, starting at 12 noon October 8. For a catalog write L. R. Houck, Triple U Hereford Ranch, Gettysburg, South Dakota.

60 BULLS

60 Females

**October
9
SOUTH
DAKOTA**

WALKER HEREFORD RANCH SALE

Pierre, South Dakota, Sale Pavilion—2:00 P. M.

**30
BULLS**

HEREFORDS

**25
FEMALES**

Chester E. Walker, Sale Mgr., Sansarc, So. Dak.

Triple U Sale, Gettysburg, S. D., Oct. 8

**October
10
Nebraska**

MESSERSMITH'S PRIVATE TREATY HEREFORD SALE

STARTS ALLIANCE, NEB., OCT. 10

96 long-yearling bulls classed in four price groups will be available for your inspection and purchase. These cattle are of top breeding and have had practical development.

**October
11-12
Wyoming**

SOUTHERN WYOMING HEREFORD BREEDERS ASSOCIATION SALE

Laramie Stock Yards, Laramie, Wyo.

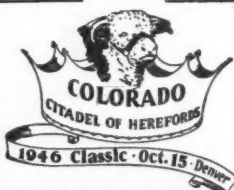
70 BULLS 7 FEMALES

Sale Manager—TONY FELLHAUER - - - Laramie
Judge—DAN THORNTON - - - Gunnison, Colo.
Auctioneer—A. W. THOMPSON

PROGRAM

Oct. 11
10:30 a. m.—4-H Judging.
1:30 p. m.—Judging Sale
Animals.
Oct. 12
9:00 a. m.—Exhibit of Sale
Animals.
11:30 a. m.—Free Barbecue.
12:30 p. m.—Sale.

**OCTOBER
15
COLORADO**



COLORADO HEREFORD CLASSIC

A choice sample of Colorado's
fine Herefords.

For the catalog, information or reservations write

Harold P. Fulscher, Manager
P. O. Box 2471, Denver, Colorado

**October
17
New Mexico**

DUELL BROS.

Write for catalog to Raton, N. M.

TO TYPE REGISTERED HEREFORD SALE

at the ranch near
RATON, NEW MEXICO

16 Bulls—34 Females

Oct. 17, 1946

**OCTOBER
19
COLORADO**

WESTERN ABERDEEN-ANGUS ASSOCIATION

Fall Sale — Denver, Colo. — Oct. 19

Field Day, October 18, at R. T. Davis, Jr. Ranch near Denver.

**REGISTERED
BULLS
FEMALES**

For the catalog, information and reservations, write Angus Cattle Company, Sale Manager, 312 Patterson Building, Denver 2, Colorado.

**CHOICE
COMMERCIAL
CATTLE**

**October
21
Wyoming**

THE BERRYS' HEREFORD SALE

**40
BULLS**

DIVIDE, WYO.

**30 OR MORE
FEMALES**

(20 miles northeast of Cheyenne)

BERRY BULLS ARE BETTER BULLS

The Berrys, Divide, Wyo.

Blueprint for Production

(Continued from Page 14)

The work at Miles City and other stations on performance of beef cattle is progressing, so that methods of selection for efficiency may, within the near future, be available to the industry as a practical way of choosing bulls; and steps are being taken to speed this process. But the purebred industry should not be dependent upon the beef cattle research stations for the progress that must be made in the industry. Purebred breeders can adopt standard procedures, based upon research technique, and on that basis select the most efficient replacement heifers and herd bulls for use in advancing their own herds. The range herds are dependent upon them, and must rely upon their judgment and integrity in securing range bulls of the right quality and type.

In the near future range men may wish to see the feeding record before he bids on a bull in the auction ring, or examine weight-for-age records at the ranch in selecting a group of range bulls.

Conclusion

Practically all of the efforts today of the government, and within the industry itself, are aimed in the direction of more stability in agriculture. The reasoning behind this policy seems to be that an unhealthy agriculture reflects adversely upon our economic welfare. It is of national benefit, therefore, that the various elements of agricultural industry be stabilized, and preferably this should be done, as far as possible, by and within the industry itself rather than through the exercise of government controls.

If agriculture, and particularly the producers of beef, can and will stabilize individual operations to a point where they are economically self-sufficient, then the reason and the excuse for the intrusion of unwanted federal programs will not exist. It is true that there will always be federal aids in America, and to some extent federal controls, particularly if agriculture intends to market its produce on a world basis. As soon as any industry becomes involved in world trade, the government becomes a party to the marketing of such commodity, and in all probability the latter will attempt to exert some influence upon the amounts of that commodity that are to be produced.

As for the production of beef, it seems to me our greatest market is within the confines of the United States, and that there is little justification to produce for purposes of international trade. It is doubtful, too, if there will be any surplus for some years to come for export purposes. In the light of the population statistics given in this article, it is not intended that ranchers, or other producers of beef, draw the conclusion that there is a need for greater cattle numbers. The general opinion is that present cattle numbers are in excess of our safe feed requirements. Each and every operator should try to estimate his own

AMERICAN CATTLE PRODUCER

condition so that the grass and hay produced on his own individual unit, in an average year, is sufficient to take care of the herd, and at the same time sufficient for a carry-over in the off-production year.

Balanced Basis

If every operator would place his operation on a balanced basis, and it later became apparent that beef cattle production is insufficient to meet the national need, it would be a proper time to increase production, not through an increase in numbers of cattle, but through an increase in the efficiency of the cattle herds. Any increase in the efficiency of cattle we now have will result in greater production of meat, assuming even that the feed resources remain the same.

There is another aspect of this entire problem which should not be overlooked in a discussion of this sort, and that is that under present conditions there could easily develop a surplus of canner and cutter meats, and at the same time there would be a shortage of top, good or better grades of cattle. This view was expressed by one of the speakers at the American National convention in January of 1946. In other words, the increase in demand in the future will be for the better grades, and the way to secure better grades is through better methods of breeding and selection.

This entire discussion finally resolves itself down to one point: that the only real progress an industry makes, whether it be in livestock production or other fields, is along the lines of efficiency of production and efficiency of operation. We do know the livestock industry will progress through the years, and there will always be a premium upon progress for each individual operator. The blueprint for future production should become increasingly apparent when the trends of the past are considered, and a clear understanding of the factors involved will provide the outline of our operations in the future.—Reprinted by special permission of the author.



"Not that kind of hose, Henry!
The kind that makes YOU
rubber!"

SALES

**October
23
Colorado**

Rocky Mountain Hereford Association

Boulder, Colo., Oct. 23

1:00 P. M. in Hereford Barn on Rodeo Grounds

50 Bulls

For a copy of the catalog write
D. L. Downing, Sale Manager,
Boulder, Colorado

20 Females

**October
25
Wyoming**

75 HEREFORD BULLS CASPER SALES PAVILION

Casper, Wyo.

Herd bull prospects and
bulls for the Commercial Rangeman.
Otis Wright, Gillette, Wyo. C. H. DeCoursey, Gillette, Wyo.
A. B. Hardin, Savageton, Wyo.

**OCTOBER
26
IDAHO**

IDAHO CATTLEMEN'S ASSOCIATION

FALL BULL SALE

Twin Falls — Oct. 26

Ray V. Swanson, Pocatello, Manager
Earl O. Walter, Filer, Auctioneer
Leon Weeks, P. O. Box 2368, Boise, Secretary

Top Quality Range Bulls
Choice Heifers
Herd Sire Prospects

**October
26
Wyoming**

EARL MARSH 50 REGISTERED HEREFORD BULLS

selling at

Sale Pavilion, Wheatland, Wyoming

October 26, 1 P. M.

12 Platte Co. 4-H Club calves will sell in this sale. Steers weighing about 1,000 pounds. For catalog write
Earl Marsh, Chugwater, Wyo.

**October
27-28
Montana**

"Cream of the Crop of Three States"

selling at

**BILLINGS, MONT.
OCT. 27 & 28**



Dan Thornton
Judge
A. W.
Thompson
Auctioneer
Norm
Warsinske
Sec.-Mgr.

**November
2
SOUTH
DAKOTA**

BLACK HILLS HEREFORD RANCH

50 Yearling Bulls • 80 Registered Herefords • 30 Yearling Heifers

AT AUCTION

STURGIS, SOUTH DAKOTA

NOVEMBER 2

For catalog write: BLACK HILLS HEREFORD
RANCH, Sturgis or Telford, South Dakota

Sale starts 1 o'clock at
Sturgis Livestock Sale Yards

**November
4
Wyoming**

CENTRAL HEREFORD ASSN.

BULL AUCTION—45 HEAD

LUSK, WYOMING

All bulls selected by
a sifting committee.

Sale starts at 1 P. M. Novem-
ber 4 in Lusk Sales Pavilion.

LISTINGS CONTINUED ON NEXT PAGE

NOVEMBER 5 SOUTH DAKOTA	G. W. LANDERS' SALE	
	41 HEREFORD BULLS	
	Edgemont, South Dakota, Sale Pavillon—1:00 P. M.	
	Rugged Range Bulls, raised in the open.	For catalog write G. W. Landers, Heppner, So. Dak.

November 11 Colorado	Northern Colorado Hereford Breeders	
	Fall Auction Greeley, Colo. For the catalog write Stow L. Witwer, Mgr. Greeley, Colo.	52 Bulls 24 Heifers \$935 Prize Money Assures you a quality offering. Jacques Smeets, Judge

November 12 Nebraska	McCRONE'S SALE—HEREFORDS	
	selling at North Platte, Nebr., Western Sales Co. Nov. 12, 1 o'Clock 50 Bulls—20 Females—Some Club Calves in Sale For catalog write Scott McCrone or C. H. McCrone, North Platte, Nebraska	

November 13 Colorado	WESTERN SLOPE HEREFORD ASSOCIATION	
	THIRD ANNUAL SALE GRAND JUNCTION, COLO. Sale starts 1 p. m. in Shults Sale Pavillon, Dewey Norell, Sale Man- ager, Collbran, Colo. Humbert Rees, Secretary, Rifle, Colo. The Quality Sale of Western Colorado	
	100 BULLS	40 FEMALES

November 13-14 Colorado	SAN LUIS VALLEY CATTLEMEN'S ASSOCIATION	
	Annual Registered Hereford Sale, Alamosa, Colo. 4-H Club Calf Show and Sale, Nov. 13 Registered Hereford Sale, Nov. 14 The bulls offered in this sale will be carefully selected for best range type and quality. For catalog, write Louis Higel, Alamosa, Colo. Auctioneer, "Hank" Wiescamp	
	PENS OF 3 BULLS	

November 19-20 New Mexico	RATON HEREFORD SALE	
	RATON, NEW MEXICO 85 Bulls 40 Females Herefords for both commercial and pure- bred breeders. Sale held in Hereford Sale Pavillon 10 A. M., November 20. For complete in- formation write Alvin Stockton, Sec., Ra- ton, New Mexico.	
	NORTHEASTERN NEW MEXICO HEREFORD ASSOCIATION	

November 20 COLORADO	Western Slope Hereford Association Sale	
	BASIN SALE YARD, Durango, Colorado Nov. 20, 1:30 P. M. DEWEY NORELL SALE MANAGER For catalog write Humbert Rees, Secretary Rifle, Colorado	
	40 BULLS	5 FEMALES

November 21-22 WYOMING	WYOMING HEREFORD ASSOCIATION	
	HEREFORD SHOW AND SALE CASPER, WYOMING, NOVEMBER 21-22 PENS OF 3 BULLS Individual Bulls and Females S. S. WHEELER, Judge \$2,250 PRIZE MONEY Allen Fordyce, President, Sheridan Tony Fellhauer, Secretary, Laramie	

NOVEMBER 23 IDAHO	IDAHO CATTLEMEN'S ASSOCIATION	
	FALL BULL SALE Pocatello, Idaho — November 23 Ray V. Swanson, Pocatello, Manager Earl O. Walter, Filer, Auctioneer Leon Weeks, P. O. Box 2368, Boise, Secretary Top Quality Range Bulls Choice Heifers Herd Sire Prospects	

MARKETS FOR THE MONTH

By H. W. FRENCH

SHARPEST ADVANCES OF RECORD developed in cattle and hog prices during the short decontrol period, and there were wide fluctuations in sheep and lamb prices although the net gain was not outstanding. There naturally was a complete price surgery when controls again became effective, and the result was a sharp curtailment of cattle and hog receipts.

Independent packers and order buyers led the buying on the way up, big concerns waiting some time before following the advance and then only to the extent of filling the most urgent orders. After the controls were reinstated, the big packers did very little as they were unable to keep within compliance. There was a period in September when many sales at Chicago were from \$2 to \$3 above compliance, mostly to outside buyers, and transactions at practically all of the other markets also were in excess of ceiling levels except on strictly choice cattle.



Mr. French

During the last week of August, the final period of decontrol, receipts of cattle at 12 markets totaled 275,000 followed the next week by only 71,000 and a week later by 106,000, making the first two weeks of control about 100,000 short of the final decontrol week. The decrease in calf receipts was not so outstanding, but the hog run for the week of Aug. 31 at 170,000 compared with only 16,000 the following week and 25,000 a week later. Sheep and lamb receipts were 165,000, 117,000 and 185,000, respectively, for these three weeks.

Slaughter of cattle, calves, hogs and sheep during the last week of August under federal inspection totaled 1,071,494 at 32 centers as compared with only 383,476 during the first week of September. Federally inspected slaughter for the nation in August was off approximately 52,000 from a year ago, the calf slaughter dropping nearly 70,000 and the hog slaughter gaining 637,000, with the sheep slaughter up about 11,000.

New ceiling prices, Chicago basis, are as follows: over-riding ceiling on cattle \$20.25, with maximum stabilization ranges of \$19.25 on choice, \$17.75 on good and \$13 on commercial, although there is an over-riding ceiling of \$13.50 on bulls. The hog ceiling is \$16.25. Ceilings on dressed lambs were to reflect about \$19 for live lambs. Quotas for the accounting period beginning Sept. 1 were set at 90 per cent on cattle and calves and 70 per cent on hogs, with percentages based on 1944 slaughter.

AMERICAN CATTLE PRODUCER

Few Ca
Grain-f
may be t
Belt on A
cent in t
advices i
is an ad
cent. Ve
anything
feds for
those wh
chiefly s
low choic
Supply
be some
crease.
The New
Sept. 13
branch H
kind. A
limited su
with a sp
Market
show that
of the re
account,
the beef
going in
at the re
ers to da
although
has been
Californ
pearance
rado, rep
best fat
would ne
sive coun
receipts a
tor of inf
of feedlot
outfits. A
biggest i
leasing h
in additi
cattle on
included
During
being fed
of the co
many 4-
show .pu
Several o
have bee
Undoubte
the uncer
Receipt
since 193
cago arou
standing
time rec
supplies
per cent
Monday
centage e
that ordi
longer fe
of the gl
back hom
At the
new reco
supply a
Septembe
earlier, t
many o
ranges. I
October,

Few Cattle on Feed

Grain-fed cattle left in the feedlots may be the shortest in years. The Corn Belt on Aug. 1 reported a drop of 45 per cent in the number on feed, and trade advices indicate that as of Sept. 1 there is an additional drop of nearly 20 per cent. Very few markets are receiving anything like a normal supply of grain-fed for this season of the year, and those which are coming to market are chiefly short-fed kinds of medium to low choice.

Supplies of meat are short and it may be some time before there is much increase. This situation is nation-wide. The New York meat trade report of Sept. 13 was as follows: Most packer branch houses without meats of any kind. A few wholesalers offering a very limited supply of beef, lamb and mutton, with a sprinkling of veal and calf.

Market reports on live cattle often show that order buyers were taking most of the receipts, presumably for eastern account, and many are wondering where the beef from all of these animals is going inasmuch as it is not showing up at the regular centers. West Coast buyers to date are not operating at Denver, although some buying by such interests has been reported beyond Denver.

California buyers have put in an appearance on the Western Slope of Colorado, reportedly bidding up to \$13.25 for best fat range cows, far more than they would net if shipped to Denver. Extensive country buying may reduce the fall receipts at public markets. Another factor of influence is the increasing number of feedlots being leased by the big chain outfits. A Colorado feeder, probably the biggest in the nation, was among those leasing his layout, large supplies of grain in addition to between 6,000 and 8,000 cattle on feed or under contract to be fed included in the deal.

During the decontrol period any cattle being fed for the various livestock shows of the country were sent to market, and many 4-H club yearlings on feed for show purposes also came to market. Several of the smaller exhibitions already have been held, and the entries sold. Undoubtedly this was done because of the uncertainty of the winter market.

Receipts on Aug. 26 were the largest since 1934, the drouth period, and at Chicago around 40,000 put in an appearance, standing only about 10,000 below the all-time record. For the entire week, the supplies did not go back very far, as 80 per cent of the week's run arrived on Monday and Tuesday. A very high percentage embraced underfed light animals that ordinarily would have been held for longer feeding, and at Chicago because of the glut of this type some were taken back home by owners.

At the peak all fat classes were at new record levels. Although the cattle supply at Chicago the second week of September was 50 per cent above a week earlier, the run consisted mostly of cows, many of which were from western ranges. Some increase in receipts is cer-

PROTECT CATTLE



with
PARKE-DAVIS
BLACKLEG BIOLOGICALS

Parke-Davis Blackleg Bacterin, Formalinized, is the preventive vaccine to use in any community where blackleg exists. Five different strains of blackleg germs, collected from widely scattered areas throughout the country, are combined into a product effective in any locality. Each lot is checked and rechecked for purity and safety before it is released for use by the stockman.

Often, ordinary blackleg may be complicated by, or confused with, a blackleg-like disease known as malignant edema. Where this condition exists, the preventive agent to use is Parke-Davis Clostridium Chauvei-Septicus Bacterin. This double-purpose vaccine protects calves against both ordinary blackleg and malignant edema . . . it should be used wherever both diseases occur.



For protecting cattle against hemorrhagic septicemia and to build up resistance to pulmonary infection, use Parke-Davis Mixed Bacterin (Bovine) Formula No. 1.

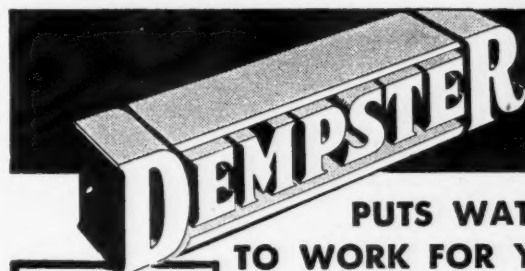
SEND FOR FREE DESCRIPTIVE BOOKLETS ON
Parke-Davis Blackleg Bacterin Formalinized
Parke-Davis Clostridium Chauvei-Septicus Bacterin
Parke-Davis Mixed Bacterin (Bovine) Formula No. 1

Animal Industry Division

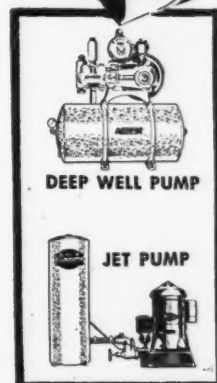
PARKE, DAVIS & CO.

DETROIT 32, MICHIGAN

DRUG STORES SELL PARKE-DAVIS PRODUCTS



**PUTS WATER
TO WORK FOR YOU!**

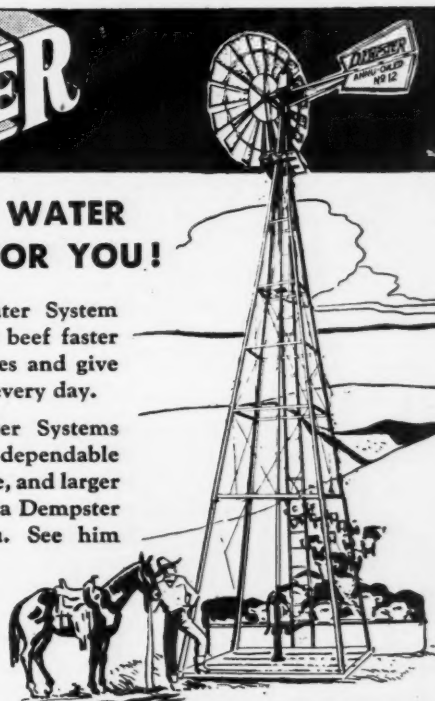


DEEP WELL PUMP

JET PUMP

A Dempster Water System will put meat on beef faster . . . will cut chores and give you extra hours every day.

Dempster Water Systems are famous for dependable service, longer life, and larger capacity. There's a Dempster dealer near you. See him today.



DEMPSTER MILL MFG. CO.
BEATRICE, NEBRASKA

GIVE NOW TO THE COMMUNITY CHEST

IF ANIMALS COULD TALK:



... PLEASE PUT
SOOTHING
NUNN'S BLACK
OIL ON MY
CUTS AND
SCRATCHES.

For the past 70 years NUNN'S BLACK OIL COMPOUND has been used with quick and soothing effect on horses, cattle and sheep. You'll gratefully admit that you've never used any application so effective in helping Nature cure chaps, cracks, galls, cuts, scratches, abrasions, collar sores. NUNN'S repels flies, knocks lice. Try it once, you'll say there's none like NUNN'S!

**NUNN'S
BLACK OIL
COMPOUND**

P.O. BOX 1801
SALT LAKE CITY 12,
UTAH

Sold by all druggists
and general stores.
6-oz. 60c Pt. \$1.20

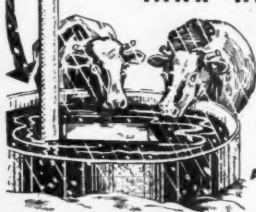


Ask your druggist for FREE
Sample -- or write to us direct

Prevent Freezing!

WARM WATER For Livestock With-

**SIEBRING
TANK HEATER**



Warm water all winter for livestock brings better production, faster gains. New, low-cost, super-efficient Siebring Heater prevents freezing, keeps water warm, even in coldest weather. Economical! Trouble-free! Runs week at time without attention!

AT YOUR DEALER!
If not, write for
Free Literature.

SIEBRING MANUFACTURING CO. 600 MAIN ST. GEORGE, IA.



PastureGrasses

Grasses that make cheapest feed. Clean, live seed at saving prices. Crested Wheat, Tall, Slender Wheat, Brome Grass, Grama Grass, Buffalo Grass and all the proven forage grasses.

Write for big free Catalog.
FREE
Catalog THE WESTERN SEED CO. DENVER, COLO.

tain, but this increase will be in range offerings and not in cattle from the feedlots. Some range men are gathering their cattle for shipment to market, and those not already engaged in this practice soon will find it necessary to fall in line as cattle must come down from the high ranges before storms become too severe.

All-Around Prices

Mid-September prices for fat steers and heifers at Chicago, due to a readjustment made necessary after prices had soared unreasonably, were sharply lower than a month earlier. Quotations on top choice steers were as much as \$7.50 lower although most of the high good to choice suffered \$1.75 to \$5. The heifer decline was less severe as young females did not rise so much previously as steers. Common to low good steers and heifers were generally steady to \$1 higher.

While good beef cows finished chiefly \$1 to \$2 higher, there was a general decline of 50 cents to \$1 on common offerings, medium grade cows showing much greater loss, cannors and cutters also losing more than \$1. Most of the bulls declined 75 cents to \$1.75. Although vealers held steady, the heavy calves were \$1 to \$1.50 higher. The subsidy on beef is much higher than on veal, and buyers were seeking calves which would dress more than 276 pounds, thereby receiving a greater subsidy; and this undoubtedly was responsible for the upturn on big calves.

In most instances sharp advances on cattle were followed by even greater declines, and with the return of controls choice fed steers were dropped exactly \$10. A fair quota of choice fat steers at the high time made \$28 to \$30, a few went to \$30.10 and some to the all-time record of \$30.25. Even then sales were largely from \$26 down, yet on the high day some yearlings went as high as \$30. After the ceiling of \$20.25 was established steers, yearlings and heifers made the price and not all of them were choice, medium to low good selling largely at \$15 to \$19 and some heavy Montana grass-fat steers going at \$19.

No fed heifers sold above \$25.50 and during early days the bulk scored \$19 to \$25 but on the close most of the grassers cleared at \$15 to \$17, including some Montanas at \$17 with a few reaching \$17.50. Range cows were among those reaching \$16.50 late and scattered sales of heiferettes were reported at \$17 and materially above. Common and medium which sold early at \$11.75 to \$14.75 made only \$9.50 to \$13.50 on the finish. Some cutters were reported up to \$11 and cannors above \$9 but late very few cutters passed \$9.25 and not many cannors sold above \$8.

Final sales of bulls were much higher than the low time of the period, but it developed into a \$13.50 market for all of the best bulls. Some beef bulls at one time reached \$17 and best for sausage went at \$16. Vealers sold as high as \$19 but soon the top dropped to \$18 and on

the close very few passed \$17, the practical closing limit on heavy calves being \$16.

The grades of beef steers at Chicago as far as percentage is concerned have changed greatly since a year ago. Choice and prime during the last week of August made up only 18.4 per cent of the supply as compared with 44.7 per cent a year ago. Good stood at 69.4 and 50 per cent, respectively; medium at 11.6 and 4.3 per cent, respectively, with very little change in common as this grade is usually very light.

Demand for stockers and feeders at the public markets and in producing areas has stepped up sharply and is far greater than many anticipated. Prospects of a big corn crop and in most areas an abundance of other feed probably were responsible for the improvement in the call for replacement stock. Now that prices have been set for fat cattle, the feeder knows what he may expect for his cattle when finished.

The feeder buyers have become more aggressive than many of the fat-cattle buyers and they have thrown caution to the wind in their current buying spree. A short time ago most buyers were after heavy and fleshy steers for a short finish, and in some areas this is still true. On the other hand, many buyers are switching to lighter stock, not too fleshy, so that they can carry them along without much feeding and in that way await developments in the fat-cattle market before placing them on full feed.

Are You Keeping Up

with the latest developments in your field? Here's a group of magazines that specialize in a particular subject:

Livestock

American Cattle Producer, \$1; Arizona Stockman, \$1; Southern Livestock, \$1; The Sheepman, \$1; Polled Hereford, m., \$2; Pacific Stockman, \$1; Western Livestock Reporter, w., \$1.50; Hog Breeder, \$2; Sheep Breeder, \$1; Coastal Cattleman, \$1; Chester White (hog) World, \$1; Berkshire (hog) News, \$1.

Horses

Horse (breeding, schooling, training, sports), \$5; Rider & Driver (horses, sport, pleasure), \$5; Spokesman and Harness World (3 yrs. \$2), \$1; Eastern Breeder, \$2; Ranchman (Quarter-Horse), \$1.

Bees

Gleanings in Bee Culture, \$1.50; Beekeeper's Item, \$1; American Bee Journal, \$1.50.

Farming

The Country Book, \$1; Farmers Digest, \$2.

Pigeons

American Pigeon Journal (squab fancy), \$1.50.

Poultry

Cackle & Crow, \$1; Poultry Billboard, m., \$1.

Rabbits

Small Stock (rabbits, caviar, exclusively), \$1; American Rabbit Journal, \$1; Rabbit News, m., \$1; California Rabbit, m., \$1; Intern. Comm. Rabbit Journal, m., \$1; Rabbit Raiser, m., \$1; American Angora Rabbit, m., \$1; American Small Stock Farmer, m., \$1.

Fruit

Better Fruit, \$1; Eastern Fruit Grower, \$1.

Other Specialties

Modern Game Breeding (pheasants), \$3; Canary Journal, \$2; Canary World, \$1.50; Dairy Farmer's Digest, \$1; Game Breeder and Sportsman, \$2.50; Tailwagger, m. (dogs), \$2.50.

Rush your subscription today. Remit in any manner convenient to you.

MAGAZINE MART

Dept. AC Plant City, Fla.
Sample copies at single copy prices. Send for free catalog—hundreds more.

AMERICAN CATTLE PRODUCER

More Price Data

Average cost of stocker and feeder steers at Chicago during the closing week of August figured \$15.92 against \$12.61 a year ago, while for the month of August the average costs were \$15.56 and \$12.64, respectively. Kansas City reported \$15.41 and \$12.80, respectively, for the last week of August and \$15.51 and \$13.08, respectively, for the entire month.

Cost at Omaha was \$15.09 during the week ending Aug. 31, as compared with \$12.65 a year earlier, the month's average figuring \$15.16 and \$12.59, respectively. St. Paul reported \$13.25 for the week against \$11.77 a year ago and for the month, \$13.67 and \$11.62, respectively. The composite average at the four markets the last week of August was \$15.25 against \$12.60 a year ago and for the month, \$15.22 and \$12.68, respectively. Weights in August were up at Chicago and down at other points.

Mid-September prices for stocker and feeder steers at Chicago were generally strong to 25 cents higher than a month ago, although choice yearlings showed materially more upturn. Heifer quotations were boosted 75 cents to \$1 while choice calves were \$1 higher and lower grades were up less. Many of the other markets reported sharper gains on steers than Chicago. Some points reported steers already in high killer condition at their over-riding ceiling or mighty close to it, but these cattle will not remain long in the feedlot.

Good to choice steers sold on country account at Chicago at \$15.75 to \$16.75; these later were going at \$16.50 to \$17.25, fleshy offerings selling as high as \$19. Choice steers near the close often made \$17.50 to \$18 and 688-pound highly bred Wyoming yearlings reached \$19. Common to medium steers were to be had at \$12.50 to \$14.50. Wyoming feeder heifers made \$16.25, being comparable to \$17.25 Wyoming steers. Choice Texas steer calves at \$16 to \$16.50 were comparable to Texas heifer calves at \$15 to \$15.75. Choice calves were not available

on the high spot, but sales at some of the other markets were at \$18 and above.

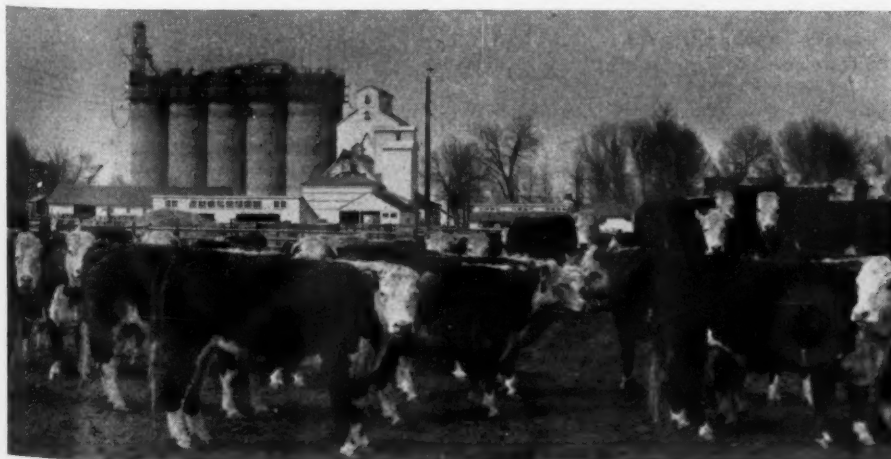
Feeder cattle are costing \$2 to \$2.50 more than a year ago in the face of a ceiling for fat cattle set at Chicago at \$20.25, comparing with a previous over-riding ceiling of \$18. This makes it plain that feedlot operators already have made it so that their margin is no greater than a year ago. Perhaps they are figuring on lower costs on feed, but at the moment there are no signs of cheaper labor costs. Corn has declined from the high spot and many are expecting further decline if the crop matures as expected; already there are reports of some contracting of corn when ready to pick at as low as \$1.30 a bushel.

Remount Sale

HARD TACK and many other well known sizes will be included in the public auctions to be held by the Remount Service sometime in October (exact dates to come later) at remount depots in Fort Reno, Okla.; Fort Robinson, Nebr., and Front Royal, Va. Reason given for the disposition of 200 head of mares, stallions and young horses of all ages is the extensive importation of animals from Europe, together with limited issues to troops during and since the war. The sales will be held in the interests of economy, and because of an oversupply of breeding stock.

SEA CHANGES

If you decide to ship your meat overseas on the hoof, you'd find that: Only ducks and pigs remain healthily unchanged—they eat on the ship the same as on land. However, hens and geese lose weight; cocks don't crow, and pigeons even die. The stubborn bulls, and horses, when at sea, are much easier to handle. . . . In fact, all animals, even the wildest ones, are quieter on the voyage. Probably because monkeys are the animals "closest" to human beings, they suffer on the seas most—and birds don't sing on shipboard.



Purebreds on the Warren Monfort feedlots at Greeley, Colo., from where 8,000 head recently went out under a contract-feeding arrangement with the National Stores chain. Behind the cattle can be seen the 250,000-bushel grain elevator newly installed on the property.

THEY ARE RIDE - TESTED!



HEREFORD
Skilcrafted
SADDLES



by TexTan
OF YOAKUM

MAKERS OF FAMOUS TEXAS RANGER BELTS

The men who design and make HEREFORD Saddles ride-test every suggested improvement to assure you of the utmost in riding comfort, durability and strength. There's a HEREFORD Saddle to meet your exact requirements.

The Turner Universal Stock Chute



A complete, modern chute for branding, vaccinating, dehorning, horn-branding, horn-weighting, blood-testing.

World's Best Cattle Machine
Portable Convenient

With sling and roller attachments. The perfect stocks for foot trimming, veterinary work, etc.

GEO. K. TURNER MFG. CO.

Cimarron, N. M.

AMAZING *Automatic* CURRYING and DUSTING MACHINE



APPLIES DDT Automatically
New machine applies dust insecticide or medicated oil directly to back when needed. Animal RUBS IN treatment! Fights flies, grubs, mosquitoes, ticks, lice, mange. Special Offer—Limited Time Only—\$45.50 Complete—IMMEDIATE SHIPMENT—Order Today.

FREE 25 lb. DDT Dust with each Automatic DDT DUSTER

AUTOMATIC EQUIPMENT MFG. CO.
DEPT. 2-P PENDER, NEBRASKA

**THIS
COTTON BOLL IS
FOOD, FEED and FIBER
ALL AMERICANS
NEED!**

COTTONSEED OIL, for Shortening, Margarine, Salad Dressing and other food products, makes Cotton one of America's leading **FOOD CROPS**.

COTTONSEED MEAL, CAKE and HULLS, for balanced, efficient rations to produce Meat, Milk and other livestock products, make Cotton a leading **FEED CROP**.

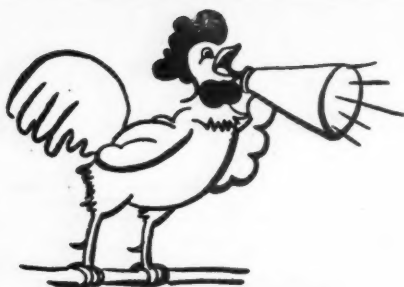
COTTON LINT and COTTON LINTERS, fibers that all the world needs, make Cotton America's leading **FIBER CROP**.

Together, these versatile products, make Cotton American farmers' leading **CASH CROP**, the greatest source of **INDUSTRIAL EMPLOYMENT** of any American crop, and an economic asset to every American.

Educational Service
**NATIONAL COTTONSEED
PRODUCTS ASSOCIATION**
INCORPORATED
618 Wilson Building Dallas 1, Texas



Phone KE. 8164—Prompt Service



**WE OUTDO
THE COCK**

In crowing about our printing. In spite of war-born shortages, we still give the best service in the West!

**MONITOR
PUBLICATIONS**

Incorporated

1950 Curtis St. Denver, Colo.

The Producer Is Our Endorsement

Obituaries

George Clough, long actively associated with the American National, formerly an executive committeeman and also for many years a member of the resolutions committee, succumbed on Sept. 15 to a heart attack at Red Bluff, Calif. Mr. Clough's varied interests included, besides the cattle and ranching industry, the legal profession, of which he had for many years been a practicing member.

Mr. Clough's participation in American National affairs dated back to the time in 1908 when Henry A. Jastro was president. He had since then given generously, without charge, of his legal talent and advice to both the California Cattlemen's Association and the American National. He enjoyed the personal respect and friendship of all who knew him, and his passing will occasion a real sadness among many people.

W. F. Dressler, father of former American National executive committeeman Fred Dressler, passed away on Sept. 12 at San Francisco. A grandson, Frederick, joined the association last year to represent the family's third generation in membership. The Dressler home ranch is located at Gardnerville, Nev.

Mr. Dressler, 75 years old at the time of his death, who was affectionately known among western cattlemen as "Senator Bill Dressler," was the son of pioneers who went to Nevada in a covered wagon. The interest he early acquired in cattle ranching continued throughout his life; he interested himself also in civic affairs and in politics, and he was one of the founders of the Nevada Livestock Producers Credit Association.

Warren Barkley Conrad, 74, pioneer Yakima Valley cattleman, died of a heart attack recently while on his cattle range in the upper Ahtanum near Yakima, Washington. He settled in the Yakima Valley 71 years ago with his parents, who were among the first white settlers in the then wild and rugged Yakima Valley.

James A. Speas, prominent Wyoming stockman, met his death in an airplane crash on his ranch recently. He was a member of the Wyoming Stock Growers Association.

William Irvine, American National member and well known Wyoming cattle rancher, is dead at Laramie, Wyo. Mr. Irvine, about 60, had suffered ill health for some time.

Perry Black, for many years brand inspector at North Portland, Ore., passed away suddenly some weeks ago following a heart attack.

New Magazine

Idaho is to have a new livestock publication called "Idaho Stockman," according to Editor P. M. Hart. The magazine is to be published in American Falls.

PERSONAL MENTION

Former "Cattleman" Field Representative O. R. Peterson has announced the formation of the National Auction Company which will handle bookings of Auctioneers A. W. Thompson, Earl Gartin, G. W. Shaw, Walter Britten, Claud R. Willet, formerly with the Daily Drovers Telegraph at Kansas City, Mo., has joined the staff of the Cattleman as field representative for that magazine.

American National Vice-President A. A. Smith stopped in at the PRODUCER offices on his return with Mrs. Smith to Sterling, Colo., from a short stay at Colorado's famed high-altitude resort and convention center, Estes Park.

J. Willard Cobb, for nearly 30 years secretary-treasurer of Franklin Serum Company, Denver, and in more recent years its chief executive, announced his retirement from active business. His position is being taken over by Floyd R. Murphy and William Leu, both of Denver, as secretary and treasurer, respectively.

Ralph Miracle, native Montanan, has been named secretary of the Montana Livestock Commission to succeed Paul Raftery who passed away in Helena in late July.

New head of the Department of Animal industry and range management at Montana State College is Fred S. Wilson, formerly superintendent of the north Montana branch station.

James Zimmerman has been named to head the new Spokane livestock market news service located in the Exchange Building at the Old Union Stockyards in Spokane, one of 26 such offices established at livestock centers in the Midwest. The office brings to 83 the number of these sources in unbiased factual reports on livestock trading and supplies and prices of farm commodities. Mr. Zimmerman is an old hand at market reporting, having operated reporting offices from San Francisco to Billings, Mont.

James A. McGregor, son of the noted Maryland Aberdeen-Angus breeder, Alan McGregor, has been appointed herdsman in the department of animal husbandry at the State College of Washington.

While visiting in Denver, Don Collins, Kit Carson, Colo., executive committeeman of the American National, advised that his section of the country had had a dry summer, but a lot of rain in August had helped matters considerably.

AMERICAN CATTLE PRODUCER

Oda Mason, Laramie, Wyo., president of the Wyoming Stock Growers Association, paid a brief stop-in call at the National offices late last month.

Forest E. Cooper of Lakeview, Ore., counsel for the Interstate Association of Public Land Counties, was a caller at the American National offices recently. Mr. Cooper was in Denver to attend the meeting of his public lands group.

Huling E. Ussery was an interesting guest in the PRODUCER office late in September. Mr. Ussery is the author of a special report on the range cattle industry in Venezuela, for the Institute of Inter-American Affairs. Look for a story by him on Venezuela soon. . . . Two more visitors were Fred Beier, western livestock statistician for the Bureau of Agricultural Economics at Denver, who accompanied Charles L. Harlan, the statistician in charge, livestock division of the BAE, at Washington.

Numbered among office callers of recent weeks were O. E. and George E. Mock of Maybell, Colo., who took occasion to join the membership rolls of the American National. . . . A. C. Allen, recently resigned secretary of the Colorado Wool Growers Association. . . . Mrs. L. E. Bowman, Coolidge Dam, Ariz., who has ranching interests in both Arizona and Colorado, and who was in Colorado's capital city to get her brand registered for that state. . . . Russell Thorp, widely known secretary of the Wyoming Stock Growers Association.

The reminiscences of an old-timer can be found in a letter from Walter E. Palmer, now living in Los Angeles after a 78-year career which acquainted him with many famous westerners in their own habitat. Writes Mr. Palmer: "It is a long time ago that I left the largest livestock ranch in northwestern Nebraska, the John Bratt Company. (Editor's note: Mr. Bratt later owned the North Platte stockyards.) He put me on his payroll as a cowpuncher—the date was Mar. 12, 1883. . . . I soon drifted to Cheyenne; Gov. George W. Baxter of that state wanted cowboys—that was in 1885. Those were Wyoming's best days for both the cattle and the horse industries. Of course, Wyoming cowmen lost 7,000,000 head of cattle through freezing during the two hard winters of 1886-87. . . . I knew all the big owners, and can step back 60 and 70 years to recall the names of the men I knew and rode with." Referring to the famous "Buffalo Bill," whose grave lies atop a mountain just outside of Denver, the writer adds, "Your neighbor at Lookout Mountain was my employer in Nebraska many years ago. . . . Yes, I first met W. F. Cody in that state in 1882."

Walter Crew, until recently traffic manager of the Denver Union Stock Yard Company, has been named by the board of directors to be assistant general manager.

Secretary C. L. Jamison reports in the Oregon Edition that L. A. McClintock, operating the Umatilla ranch near Stanfield, has several fields of alto fescue which is said to look "like the coming pasture plant where some irrigation can be obtained."

In Oregon, M. E. Knickerbocker, former county agent and later manager of the Tuttle ranch near Prairie City, has been named the head of the livestock division, state department of agriculture, to succeed Dr. W. H. Lytle.

We notice that new directors of the Colorado Chamber of Commerce include A. A. Smith, Sterling, first vice-president, and W. D. Farr, cattle feeder, Greeley, executive committeeman, respectively, of the American National Live Stock Association.

Sherman Guttridge, president of the Oregon association, has taken over managership of the registered Angus herd on the Oxbow ranch at Prairie City owned by Ford Twait.

Between 12,000 and 13,000 head of cattle were recently moved from New Mexico's Bell Ranch, manager by Albert Mitchell, honorary vice-president of the American National, when Sam C. Arnett, Sr., and Tobe Foster, both of Lubbock, Tex., bought the animals for delivery Dec. 1.

Effective Oct. 1, Stuart Bevier Show, for the past 20 years chief of the California national forests, has resigned from the Forest Service to become deputy director and chief silviculturist in the forestry division of the United States Food and Agriculture Organization.

Announcement has been made at Denver of the appointment of Harry H. Smith, extension animal husbandman at Colorado's State Agricultural College, as director of Farm Market Relations for Colorado and Wyoming. He succeeds Walter J. Ott, who resigned to devote full time to his farming interests.

Ed L. Jameson of Kingman, Ariz., executive committeeman of the American National who attended the recent public lands meeting at Salt Lake City, is quoted in the Arizona News Letter on his return home: "I've been traveling through New Mexico, Colorado and Utah and the best feed I saw anywhere was in our Aubrey Valley in Mohave County (Ariz.). The weather man has really favored us this year; in fact, our part of the state is as good as I've ever seen it. Our tanks have filled and, in a lot of cases, washed out. We've got to do some work on dams to turn the water."

Dan Thornton, Gunnison, Colo., Hereford breeder, will serve as judge in the Southern Wyoming Hereford Breeders Association show, to be held at the Laramie Stockyards, Oct. 11.

Only **Lee** COWBOY PANTS

Have All These Features!

- Sanforized-Shrunk!
- * 11½ oz. Cowboy Denim!
- Branded Cow-Hide Label!
- Scratch-Proof Hip Pockets!
- Money-Back Guarantee!
- * Boys sizes made of 8-oz. Sanforized Denim

The H. D. LEE CO., Inc.
San Francisco, Calif.
Kansas City, Mo.
Minneapolis, Minn.
South Bend, Ind.
Trenton, N. J.

Shrinkage Less Than 1%

HORSES AND RIDERS

New Revised Edition
Fully Illustrated
A Horseman's Guide, Packed Full of Useful Information

From the Experience of Great Riders

Now Only 25 Cents

Every rider and horse owner will want this booklet. Valuable information on the care and maintenance of riding horses and riding equipment. It covers innumerable subjects of interest to those who wish to enjoy in full the advantages of riding. . . . from choosing your mount to what and where to ride.

Send Coin or Stamps Today For Your Copy
Horse and Mule Association of America
Wayne Dinsmore, Secretary
407 S. Dearborn St. Chicago 5, Ill.

PER PAIR **70¢** POSTPAID

HORN WEIGHTS
1/2-1-1/2 and 2 POUND SIZES

TATTOO MARKERS—Complete with figures 1 to 10. Bottle of ink and full instructions, \$4.00 postpaid. Poultry or small animal size \$3.25 postpaid. Complete line of Ear Tags, Veterinary Instruments and Supplies. Write for Catalog.

Breeders Supply Co. Council Bluffs Iowa

MAKE MORE PROFITS UNDER AVERAGE FARM CONDITIONS—RAISE MILKING SHORTHORNS

For the average farmer, Milking Shorthorns are unbeatable. Produce 4% milk. Have greater carcass value than other breeds. Second to none in producing milk and meat from home-grown roughage and grain from your farm! Free facts. Or subscribe to Milking Shorthorn Journal. Six months, 50¢; one year, \$1.00.

MILKING SHORTHORN SOCIETY, 809 West Exchange Avenue U. S. Yards, Dept. AC-33, Chicago 9, Illinois

READERS! Send in items and help us dish up this column...



THE country has had a growth of 1,561 new locker plants since last summer, according to the Department of Agriculture. Plants open and operating in July numbered 8,025, serving an estimated 1,875,000 farm families. In 1941 there were only 3,623 locker plants.

SIX new firms packing horse meat for human consumption have started up in the United States in the past few months, according to UNRRA. The firms are located in San Francisco, New York City, Philadelphia, Detroit, Columbus, Ohio, and Tillamook, Ore. Older firms have been operating at Estherville, Ia., Topeka Kans., and Rockford, Ill.

STATE taxpayers' associations, the primary purpose of which is to eliminate unnecessary taxation, now number about 36. These groups have also recently begun acting in national tax matters as well as local, through a loosely knit organization that still permits independent action by the state bodies. There are also two other national tax organizations—the Tax Foundation, New York, and the Citizens' National Committee, Washington, D. C. These are unofficially allied with the state tax groups.

UP in Washington, a farm specialist for Bell Aircraft tried out a helicopter for spraying cattle with DDT. The plane made three or four runs over the cattle to accustom them to the flying windmill and then hovered just over the herd.

Downdraft of the rotor shot the insecticide to the ground and swirled it around the cattle.

AT Green Bay, Wis., service on the first two-way highway mobile radio telephone system in the world was recently inaugurated by a long-distance call from an automobile 14 miles north of that city to Milwaukee, 135 miles away. The call, made from a vehicle traveling along a highway, came from one of seven cars equipped for service under regular commercial conditions.

IN SHEEP FEEDING trials conducted by the BAI it was recently found that pea vines were a satisfactory forage for sheep, but lima bean vines were inferior to the pea vines as an exclusive ovine diet.

WITH livestock feeds at a premium, the screenings removed from wheat in the seed cleaning operation will more than pay the cost of both cleaning and treating the seed wheat, says Cliff Skiver, director of the Kansas Wheat Improvement Association at Manhattan. An excellent feed is said to result from the process, which eliminates from the wheat, weeds and foreign material, as well as cracked kernels.

TESTS to determine just what constitutes comfort for a farm animal and how it affects production, and also to point up changes to be considered in

farm building design to promote labor saving and working comfort on the farm, are being conducted at three of the nation's agriculture research centers. Air-conditioned houses have been provided for poultry at the Beltsville center; similar facilities for dairy cattle are being constructed at the University of Missouri, and housing experiments with swine will be conducted at the University of California.



(Continued from Page 4)

DOING OKAY

Our range conditions are excellent and cattle are fat. We also have an abundance of hay and grain for winter use and can get along well without concentrates. ERNEST R. MAY, Park County, Wyo.

FROM KANSAS

We have had some good rains in this country and things are again looking pretty good. Francis H. Arnold, Clark County, Kan.

LOOKS FOR FEED SCARCITY

Indications are that the supplemental feeds are going to be scarce and high priced.—D. BIDEGARAY, Fresno County, Calif.

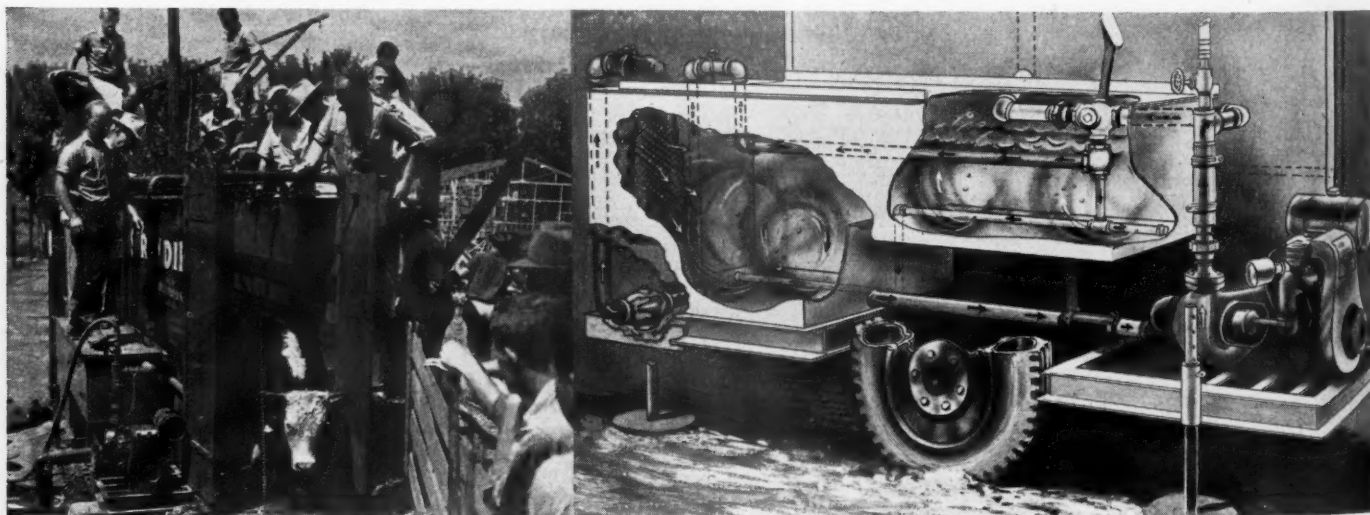
READY FOR WINTER

Been having needed rains. Stock should go into winter in fine shape.—JACK ARNOLD, Rosebud County, Mont.

KIND WORDS

I find your magazine very instructive and entertaining, and think it is the best cattle magazine on the market.—ROBERT C. ATWATER, Overseas.

Keep the magazine coming.—IVAN S. PEARCE, Sacramento County, Calif.



This new automatic spray dip, which is portable, is said to cost about a third the price of a dipping vat; and to have the advantage of high speed in that it takes but five seconds to run an animal through it. The photo at the left shows a freshly sprayed animal emerging from the sprayer; at the right is a drawing of operational detail showing in the cutaway the "agitator" or mixer of the disinfectant and the recovery and straining features of the system.

A recent corn... now for... chemical... United S... edly give... applicati... sects and... and also... ing soil... rives. Th... especial... corn, wh... obtained... lima bea... deza.

A new efficiency... feed, has... Foods C... "booster"... 80 per ce... bean oil... yeast ar... which h... trials to

Accor... "Velvet... tractors... stalled... jars are... ing. Th... this tra... enjoy th... pound

Recent... man b... also b... posthol

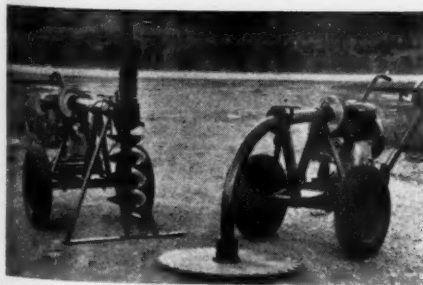
NEW ITEMS

A recent development is said to protect corn and leguminous seeds stored now for planting next spring. The new chemical, announced by a division of the United States Rubber Company, reportedly gives double protection with one application, by destroying harmful insects and fungi while the seed is stored, and also increasing crop yield by checking soil fungi when planting time arrives. The treatment has been used with especial effectiveness on hybrid seed corn, while good results have also been obtained in treating such seeds as peas, lima beans, alfalfa, clover, and lespedeza.

A new product, designed to increase efficiency of regular farm livestock feed, has been introduced by the Kraft Foods Company in the form of a feed "booster" in dry kernel form containing 80 per cent cheese and whey solids. Soybean oil meal, alfalfa meal and brewers' yeast are also included in the formula, which has been test-fed in large scale trials to hogs and poultry.



According to the makers of this new "Velvet-Ride" seat, now being used on tractors for the first time as factory-installed equipment, the usual jolts and jars are being taken out of tractor driving. The manufacturer declares that on this tractor a slim hundred-pounder can enjoy the same driving comfort as a 250-pound man in rough going.



Recently on the market is this one-man brush and tree cutter which can also be angled to trim felled trees. A posthole digger attachment is shown.

Stockmen's BOOKSHELF

Man cannot live by bread alone, as the Bible says, but he can live very well on meat alone, according to famed explorer Vilhjalmur Stefansson, who recounts many of his Arctic adventures and experiences in living on an all-meat diet in "Not by Bread Alone," Macmillan Company, \$3.50.

During his years of exploration in the Arctic, Stefansson lived for an estimated five years on a diet of meat and fish. He has lived in northern Canada and Alaska with forest Indians who ate nothing but meat. And for a year in New York he lived on an exclusive meat diet under the supervision of a committee of scientists.

So when Stefansson talks about meat in the diet he speaks with authority. He scotches many widespread superstitions and at the same time spins an exciting adventure yarn in proving his points about meat as a satisfactory food even for an exclusive diet.

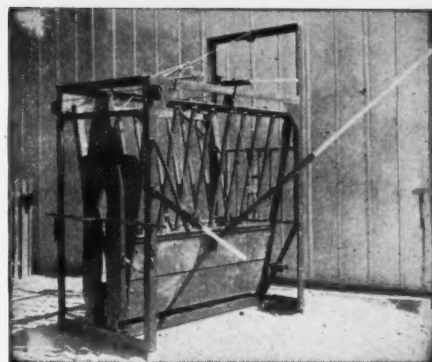
Contrary to popular opinion, the author points out, animal husbandry developed before agriculture, and the continuing importance of the livestock and meat industry is suggested in the section which discusses the evolution of agriculture. Agriculture, Stefansson says, has made it possible for more people to subsist, but at the same time overemphasis on non-protein foods has resulted in lowering of efficiency.

"Not by Bread Alone" should result in readjustments of many of the currently held theories of diet and health.

"The Wild Horse of the West" by Walker D. Wyman takes the reader on a conducted tour of the subject, from the first horse of the Americans which was fox-size and had a forefoot of four toes and a back foot of three, through all the intermediate stages of development to the last roundup of the inbred and forlorn creatures of the recent past. The book embodies a complete exposition, indexed and illustrated. Published by Caxton Printers, Ltd., Caldwell, Ida. (\$3.50).

The B. F. Goodrich Company, Industrial Products Division, Akron, O., has issued a Farm Catalog which, in addition to listing products of the company for use on the farm, contains also helpful information on short cuts and time savers in farmyard and household chores.

"California Agriculture" by staff members of the University of California, contains a history of agriculture of the state; covers state crops, plant pests and diseases and control methods, and includes a chapter on livestock. The book is obtainable at \$5 from the University Press at Berkeley.



THE LaRUE SQUEEZE CHUTE

Patent Pending

This strongly built, exceptionally well balanced and designed chute handles cattle with amazing ease, speed and safety.

Operated By One Man

Adjustable for small or large cattle. Will stop and catch an animal quickly and safely.

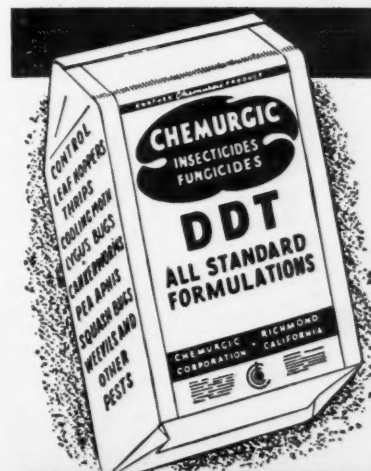
Does Not Miss

Almost impossible for animal to be either hung up or injured. Each of its operations is smooth, fast, precise and easy to operate. Can be loaded into trailer by two men. Every owner is an ardent booster.

MANUFACTURED BY

THE LaHUB MFG. CO., Inc.

1732 West Walnut St., Phoenix, Ariz.



CHEMURGIC CORPORATION
HEAD OFFICE
RICHMOND CALIFORNIA



Complete with set of figures 1 to 10, bottle of ink and full instructions, all for \$4.00, postpaid. Ear tags and complete line of supplies. Write for free catalog.
Breeders Supply Co. Council Bluffs Iowa

WESTON
MANUFACTURING & SUPPLY CO.
1938 Speer Blvd., Denver 2, Colo.
STOCKMEN'S SUPPLIES
If It's For Livestock We Have It

"WHERE TO BUY" AD DEPARTMENT

Thirty-six cents a line, except display space. Normally seven words to a line. Display rates on request. Forms close 15th. Send copy to 515 Cooper Building, Denver, Colorado.

MOUNTAIN RANCH



65 miles from Denver. Fully improved with excellent barn, feeding sheds and equipment. Completely fenced. 90 acres in tillage, 550 acres in pasture. Modern lodge for 36 guests. Property #70080, \$225,000. This is one of the many fine ranches for sale through

L. J. Thomason, Jr.
1443 Welton St., Denver, Colorado
Representing

PREVIEWS Inc.

The National Real Estate Clearing House
New York • Boston • Philadelphia • Los Angeles

RANCHES FOR SALE

120-ACRE RANCH, Lucerne Valley, Calif., 125 miles from L. A., 65 acres alfalfa, 5½ acres permanent pasture, balance land ready for planting. Bus and school nearby. 2 houses completely furnished with bath, one 4-room house, one 2-room house, one bunk house, electric stoves and refrigerators. New Ford-Ferguson tractor, with all attachments, new Case pick-up baler, rake, disk, drill, 300-foot well, water level 34 feet, draw down 13 feet, Pomona pump, 2 large reservoirs surrounded by large willow trees and stocked with fish, large corral and chutes, small barn and workshop and shed for equipment. Fenced and cross-fenced. Price \$38,000. Terms. SIDNEY MILLER, Owner, 444 No. Sierra Bonita Ave., Los Angeles 36, Calif. Phone WEBster 4000.

EASTERN OREGON

LIVESTOCK RANCH, widely known pioneer property, 9,300 acres hay, pasture and range lands; well watered from one of the major streams in Harney County with adjudicated free water rights 1,587 acres. Wild meadow annual hay production 2,000 tons. Taylor Grazing permit 1,730 head cattle on good bunch grass. Modern home, tenant dwelling, barns, etc., very good condition. Excellent deer hunting, trout fishing. Price \$135,000.00, including farm and hay equipment. Cattle may be purchased separately market price. Owner wishes to retire. D. C. JORDAN, Burns, Ore.

SISKIYOU COUNTY RANCH

2,554 A., 300 A., till., all fenced. Large 14-room modern house; 3 barns. Other improvements consisting of corrals on the R. R., which runs through the property, and livestock scales. \$34,000.00. V. C. BRYANT, Redding, Calif.

GROW 'EM where you live but feed and fatten your cattle or sheep in southwest Nebraska, land of alfalfa and corn. COME and SEE this choice 1,160-acre improved stock and grain farm; only 3 miles out of good market town on C. B. & Q. RR. 580 acres cultivated of which 200 acres good grass, fenced. Spring fed creek with timber furnishes shade for stock. Ideally located for feeding purposes. Write for price and description of other stock and grain farms. F. E. DILLMAN, Realtor, McCook, Nebr.

RANCH FOR SALE

70 miles from Chicago, in Indiana. Well fenced, plenty of water, mostly level black loam, for corn, soybeans, alfalfa, grasses and hay. Two large, good homes, labor houses, five large, good barns, machinery shed, granaries, silos, feeding sheds, scales. Approximately 3,500 acres, mostly cultivated and open pasture; remainder timber pasture. Price \$40.00 per acre; terms. Possession Feb. 1. Adequately improved for crops and feeding cattle. Cheapest good land near Chicago markets. Save freight and shrinkage. Taxes under 40c acre. Age and business reason selling. Caleb Smith, Sikeston, Missouri.

RANCHES FOR SALE

OREGON CATTLE AND SHEEP RANCHES

Stocked and equipped, or without stock
Prices range from \$50,000 to \$350,000

THE KINGWELL AGENCY

135 South Second Street
CORVALLIS, OREGON

FOR SALE

Good general and stock ranches on Colorado's Western Slope. Good feed, water and climate make ideal conditions for farming and stock raising. We specialize in stock ranches. Good living and social conditions. C. A. Fowler, Realtor, Delta, Colorado.

RANCHES WANTED

WE can sell your farm or ranch quickly. We operate Colorado, Nebraska and Wyoming. Write us a complete description of your property. We'll make a personal inspection and get quick action. Our new list, out Aug. 15. Mars Realty, 802 Patterson Bldg., Denver, Colo.

FLASH

Have immediate ranch buyers, capacity 150 to 2,000 head cattle. For prompt and efficient service, list your ranch with me. Bob Manuel, Western Grass and Land Agt., Colorado, Texas. (Known from Coast to Coast)

WANTED RANCH FOREMAN

Southwest Missouri; 2000-acre ranch; modern; only farming; feed for cattle.
Hugh F. O'Neill, Waco, Missouri.

RANCH LOANS

RANCH LOANS—Colorado, Montana and Wyoming. Prompt, efficient service, no delay. HALL & HALL, Telephone MAIN 8773, 518 Denver Theater Bldg., Denver 2, Colo.

BULLS

PRICED LOW—purebred Hereford bulls from select registered stock. Strictly range raised. Exceptionally rugged and blocky. GLENN BUELL, Buellton, Calif. Phone 257 Santa Ynez.

MISCELLANEOUS

"HOW TO BREAK AND TRAIN HORSES"—A book every farmer and horseman should have. It is free; no obligation. Simply address Beery School of Horsemanship, Dept. 14410, Pleasant Hill, Ohio.

MOUNTED STEER HORNS, six-foot spread, for sale. Free photo. Lee Bertillon, Palestine, Texas.

FOR SALE: DA-WEST combination hydraulic sweep-rake-stacker. Made to fit IHC models H and M, John Deere A and B, and Ford-Ferguson. See your local DA-WEST dealer or write R. V. Lehner Co., Distributor, Ness City, Kansas.

OLD GLASS, curios, coins, minerals, books, Indian relics. Catalog 5c. Cowboy Lemley, Las Cruces, N. Mex.

FOR SALE

Quick freezers, walk-ins, for 110-volt A. C. or 32-volt D. C. available for immediate delivery. Woolsey Appliance, 402 N. Main, Roswell, N. Mex.

Schrock's National Phosphate finely ground 31% or high P205. Immediate shipment in bulk. Order now for bagged material later. Dealers and distributors wanted. SCHROCK FERTILIZER SERVICE, Congerville, Illinois.

WE GO ABROAD

The PRODUCER seems to be getting around! From an official of the Sioux City Stock Yards comes a note telling of a request from J. F. Payton of Hatfield, Herts, England, for "any particulars and illustrations" in connection with the Sioux City ad appearing in the August PRODUCER.

CALENDAR

Oct. 5-12—Pacific International Livestock Exposition, Portland, Ore.
Oct. 14—6th annual Ranch Day, N. M. A&M College and Southwestern Forest and Range Exp. Sta. (Tour starts from Las Cruces.)
Oct. 15—Public lands committee meeting, Denver, Colo.
Oct. 18—7th annual Junior Market Hog Show & Sale, Chicago.
Oct. 19-26—American Royal Livestock Show, Kansas City.
Oct. 25-26—5th annual Shorthorn Feeder Show & Sale, Billings, Mont.
Oct. 26—Idaho Cattlemen's Assn. bull sale, Twin Falls.
Oct. 28-29—Feeder Cattle Show, Chicago.
Oct. 31—Rocky Mountain Quarter Horse Assn. Show and Sale, Sterling, Colo.
Nov. 2-6—Ogden Livestock Show, Ogden, Utah.
Nov. 7-8—Annual convention, Nevada State Cattle Assn., Elko.
Nov. 12-14—Annual convention, Wyoming Wool Growers Assn., Casper.
Nov. 15-24—Grand National Livestock Exposition, San Francisco, Calif.
Nov. 23—Idaho Cattlemen's Assn. sale, Pocatello.
Nov. 30-Dec. 6—International Livestock Exposition, Chicago.
Nov. 30-Dec. 6—National Farm Show, Chicago.
Jan. 8-10, 1947—50th ANNUAL (JUBILEE) CONVENTION, AMERICAN NATIONAL LIVESTOCK ASSOCIATION, AT PHOENIX, ARIZONA.
Jan. 10-18—National Western Stock Show, Denver, Colo.

COLD STORAGE HOLDINGS

(In thousands of pounds)

	Sept. 1	Aug. 1	Sept. 1	Sept. 1
	1946	1946	1945	Avg.
Frozen Beef.....	82,456	60,535	233,932	119,692
Cured Beef.....	2,790	3,575	7,591	11,316
Total Pork.....	187,796	297,355	285,216	416,469
Lamb, Mutton.....	12,423	9,108	9,918	9,926
Lard & Rend.....				
Pork Fat.....	43,220	43,349	68,989	188,529
Total Poultry.....	204,202	178,784	114,192	100,442

WHOLESALE DRESSED MEATS

	New York	New York
	Sept. 20, 1946	Sept. 17, 1945
Steer and Heifer—Ch.....	\$25.55-26.80	\$21.50-22.50
Steer and Heifer—Gd.....	24.25-25.50	20.50-21.50
Cow—Commercial.....	18.80-20.05	18.50-19.50
Veal—Choice.....	21.80-23.05	21.50-22.50
Veal—Good.....	20.80-22.05	20.50-21.50
Spring Lamb—Ch.....	32.75-34.00	26.00-27.00
Spring Lamb—Gd.....	31.25-32.50	24.50-25.50
Pork Loin—8-12 lbs.....	31.00-32.75	25.25-26.50

CHICAGO LIVESTOCK PRICES

	Sept. 20, 1946	Sept. 17, 1945
Steers—Choice.....	\$20.25 only	\$16.50-18.00
Steers—Good.....	18.00-20.25	13.75-17.25
Steers—Medium.....	12.75-18.75	11.00-14.75
Vealers—Gd.-Ch.....	15.00-18.00	13.00-15.00
Calves—Gd.-Ch.....	13.50-16.00	12.00-13.50
F. & S. Strs.—Gd.-Ch.....	16.00-18.50	12.50-14.50
F. & S. Strs.—Cm.-Md.....	11.00-16.00	9.00-12.50
Hogs (200-240 lbs).....	16.25 only	14.75 only
Spg. Lambs—Gd.-Ch.....	18.50-19.50	13.50-13.75
Ewes—Gd.-Ch.....	9.50-10.00	5.75-6.00

LIVESTOCK AT STOCKYARDS

(In thousands)

	August	8 Mo. Total
	1946	1945
RECEIPTS—		
Cattle.....	1,932	13,172
Calves.....	630	4,011
Hogs.....	1,832	10,668
Sheep, Lambs.....	2,176	16,473
STOCKER AND FEEDER SHIPMENTS—		
Cattle.....	446	2,369
Calves.....	65	345
Hogs.....	40	350
Sheep, Lambs.....	377	1,497
SLAUGHTERED UNDER FED. INSPECTION—		
Cattle.....	1,240	7,251
Calves.....	534	3,569
Hogs.....	2,834	30,274
Sheep, Lambs.....	1,578	13,718

THE COVER

Our top spot this month is taken by a Shoe Bar remuda. The picture is copyrighted by Erwin E. Smith of Bonham, Texas, the man who snapped the shutter.

AMERICAN CATTLE PRODUCER